

Volume 29 • Number 1

January 2021

# SIM TALK

Linking SimGenetics to Commercial Cattle



## **In This Issue:**

Producing Top SimAngus™ Beef

Nobody Shares Like IGS

Modern Seedstock Marketing Must be Better

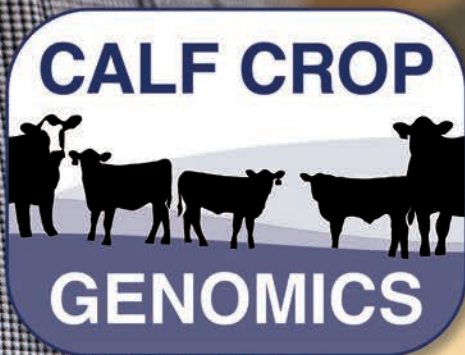
Time to Implement Single Trait Selection

Prioritizing the Cow Herd

Farm and Ranch Estate and Succession Planning



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today will influence  
the next 20 years.**




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good one.**




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Photo by Gwen Shepperson





# BEEF BULLS

*the kind we raise*

Smith Genetics and Reavis Farms have a long-standing partnership on a number of top donors and sires in the Simbrah breed. Producing bulls with lots of muscle, mass, and power, plus backed with proven cow families and sire lines tops our list of priorities. Here are two young and upcoming sires, we will be utilizing in our programs.



## SMITH RFI READY OR NOT 900G

Purebred Simbrah. Sired by Smith Just Because and from the Debutante Cow Family. Top 10% ranking for API and TI.



## SMITH EMMITT 58G

Percentage Simbrah. Sired by W/C HOC HCC Red Answer and out of Smith Ciao Bella, the heir apparent to Smith Bella Bella. One of the strongest cow families ever in any breed. Top 15% ranking for API and 2% for TI. 2020 National Champion Percentage Bull.

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Wayne Reavis, Reavis Farms  
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# SimTALK

VOLUME 29 - NO. 1  
Linking SimGenetics to  
Commercial Cattle

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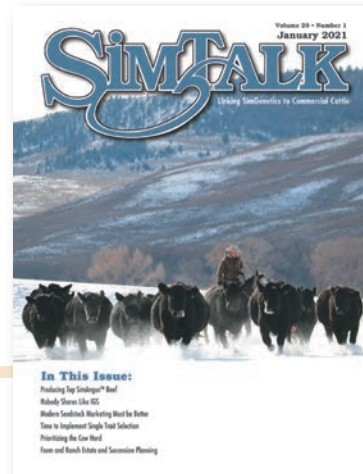
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Commercial SimAngus™ cows moving pasture near Gunnison, Colorado. Photo by Brigid O'Leary.



#### In This Issue:

Producing Top SimAngus™ Beef  
Nobody Shares Like IGS  
Modern Seedstock Marketing Must be Better  
Time to Implement Single Trait Selection  
Prioritizing the Cow Herd  
Farm and Ranch Estate and Succession Planning



EXCITING PERFORMANCE OPTIONS IN BALDY, BLACK OR RED!

# MOVE IN THE *right direction!*



## HIGHLIFE

7SM113 MR SR HIGHLIFE G1609 // 3568376

High Road x Big Casino // PB SM // Homo. Black // Homo. Polled

- HIGHLIFE is our newest blaze-faced addition!
- He is a nicely balanced, well-muscled, sound-structured sire that offers a combination of pedigree outcross and EPD excellence.
- This sire offers good feet and is backed by a nice uddered young cow!

*From Schnabel Ranch, SD; Triangle J Ranch, NE and Gibbs Farms, AL*

**CED: 15.7 BW: -0.4 WW: 97.5 YW: 144.6  
MARB: .24 REA: 1.06 API: 160.2 TI: 95.9**



## BROAD RANGE

7SM104 GIBBS 7382E BROAD RANGE // 3404807

WIDE RANGE x Midland // PB SM // Homo. Black // Homo. Polled

- Used successfully in several heifer projects with excellent calving results
- The resulting progeny have similar phenotype to his sire, WIDE RANGE.
- BROAD RANGE is from an outstanding dam who possesses excellent carcass merit, adding to his high ranking in MARB and REA.

*From Gibbs Farms, AL; K Diamond Cattle and TNT Simmentals, ND; River Creek Farms, KS and Trauernicht Simmentals, NE*

**CED: 13.9 BW: -0.6 WW: 92.1 YW: 147.6  
MARB: .26 REA: 1.13 API: 156.2 TI: 93.2**



## COPPERHEAD

7SM121 SAS COPPERHEAD G354 // 3620331

Bitten x Reload 2006Z // PB SM // Red // Homo. Polled

- A hot, new upcoming sire featured in Springer's 2020 National Western Stock Show pen of three!
- This red outcross pedigree is ideal for Simmental and red commercial females.
- Offers great phenotype, feet and legs, and will add muscle to his progeny

*From High Country Cattle, AB*

**CED: 11.4 BW: 1.1 WW: 88.1 YW: 130.3  
MARB: .02 REA: .92 API: 125.5 TI: 83.2**

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# SIMTALK

Linking SimGenetics to  
Commercial Cattle

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 <p><b>EGL HONDO 144H</b></p> <p>HOMO BLACK HOMO POLLED 1/2 SM 1/2 AN</p> <p>API TOP <b>4%</b> TI TOP <b>5%</b></p> <p><b>SIMANGUS™</b> ASA: 3719211</p> <p>SIRE: EGL FIRESTEEL 103F MGS: HOOK'S BEACON 56B</p>	 <p><b>EGL HANNIBAL 185H</b></p> <p>HOMO BLACK HOMO POLLED 3/4 SM 1/4 AN</p> <p>API TOP <b>15%</b> TI TOP <b>10%</b></p> <p><b>SIMANGUS™</b> ASA: 3719360</p> <p>SIRE: W/C NIGHT WATCH 84E MGS: G A R SURE FIRE</p>
 <p><b>EGL HOOEY 022H</b></p> <p>HOMO BLACK HOMO POLLED 1/2 SM 1/2 AN</p> <p>API TOP <b>30%</b> TI TOP <b>30%</b></p> <p><b>SIMANGUS™</b> ASA: 3719183</p> <p>SIRE: EGL CINCHED 116F MGS: OCR FRONTIER 0053Z</p>	 <p><b>EGL HOMBRE 222H</b></p> <p>HOMO BLACK HOMO POLLED PB SM</p> <p>API TOP <b>45%</b> TI TOP <b>10%</b></p> <p><b>SIMMENTAL</b> ASA: 3719323</p> <p>SIRE: LCDR WITNESS 541C MGS: MR NLC UPGRADE U8676</p>

W W W . E A G L E P A S S R A N C H . C O M

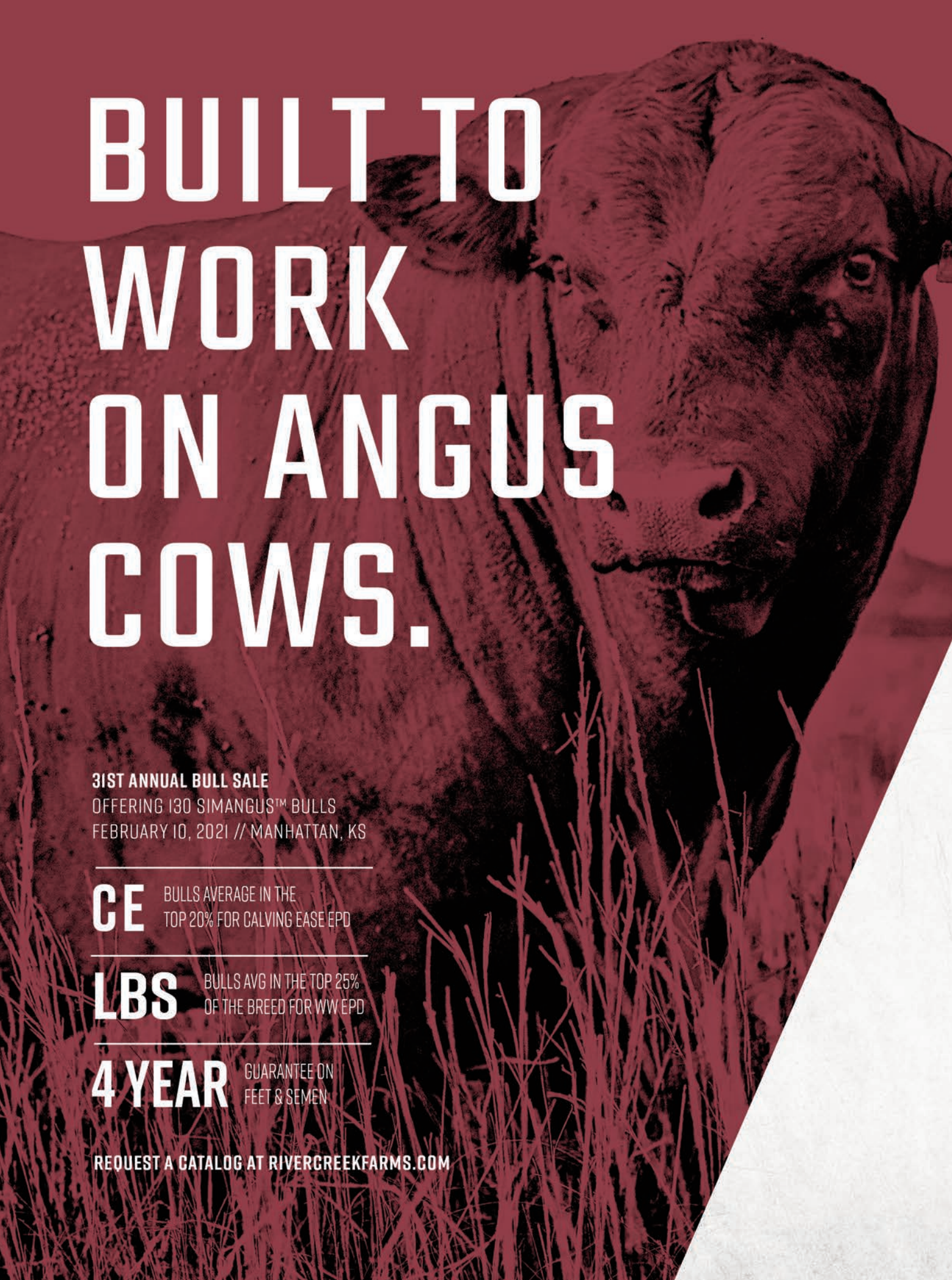
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## EAGLE PASS RANCH

[TEXT 605/521-4468 TO REQUEST A CATALOG] • HIGHMORE, SOUTH DAKOTA







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**\$165 API \$99 TI**

730G // 3726224  
PUREBRED SIRED BY HOOK'S BEACON 56B



**\$157 API \$90 TI**

202G // 3727714  
PUREBRED SIRED BY HOOK'S BLACK HAWK 50B



402H // 3775576  
1/4 SIMANGUS™ SIRED BY BYERGO BLACK MAGIC



570G // 3727781  
1/2 SIMANGUS™ SIRED BY W/C RAPID FIRE 210IC



710G // 3726183  
1/4 SIMANGUS™ SIRED BY GAR ASHLAND



029H // 3769925  
5/8 SIMANGUS™ SIRED BY CCR PAYWEIGHT 0327C



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Lilly Platts

## 'Science Made that Rule, Sir!'

This past spring, I was speaking with a member who was petitioning for why his animal should be listed on Herdbook as Homozygous Polled, because by observing her, she clearly didn't have horns. She hadn't been tested, her parents hadn't been tested, and she had relatives recorded with horns, so this seemed like a pretty easy thing to explain. This member was polite but still insistent. I was

out of ideas, and when I explained our testing procedure and what we would record as homozygous, he said, "Well, who made that rule?" Out of ideas, I blurted, "Science made that rule, sir." In my years at ASA, I had never been so out of ideas for explaining a policy, and I have laughed and thought about that phone call many times since.

The member, like a lot of people, was working off of his feelings. 'I can see that she doesn't have horns,' 'don't you make exceptions?', 'I bet the Association makes a lot of money off of this testing'. These are all responses I have gotten pushing back on policy. Strong feelings come up a lot in our everyday lives, and whether it be in the cattle business or the grocery store, I believe we all need to practice separating feeling from fact. Our current

situation, 'the rona' as I have been calling it, is a prime example of how essential this practice is. It's muddy out there, but if you don't put the effort into attempting to excavate some vetted facts, your understanding is going to be so blurry you won't be able to separate what you know from what you feel.

I am a journalist by training and at heart. I studied the profession in school, and beyond the writing, photography, and radio skills I learned, that experience trained me to think like a journalist. Now I'm sure you are thinking of some of today's journalism and considering flipping past this, but stick with me for just a minute.

At its core, journalism exists to sift out the facts from agendas and rhetoric. I was taught that if you give people the facts they will then be able to navigate their stance, belief, action, etc. I work as a freelance agricultural journalist nights and weekends, and have to make an active effort to simply state facts and information, and let the reader decide the meaning for themselves. I grew up ranching and come from many generations of agriculturalists, so when I write about issues like lab-grown meat, it takes active effort for me to remove my bias. I stand by the belief that if I lay out the facts, figures, and events, that the reader is smart enough to form their own understanding. I want my work to exist in a way that would allow a vegan to pick up an article I wrote and read it through to the end. This doesn't mean I'm not an advocate for the beef industry — it's just that I believe in the future of beef because of the facts, not just because I've been raised to.

ASA and the data we process exists much in the same way. Producers from across the country send us the facts and figures, and with the best technology and knowledge available, we distill out what you can use in your own unique situation. Sure, we have experts who write articles that suggest management principles, but the core database treats every single animal the same. You then get to use that database to find what will benefit you.

Feeling and emotion can't be removed. Our passion is what makes life worth living. We just need to be conscious of how we are making decisions, and how we are reacting on a daily basis. I encourage you to think about your ability to separate fact from feeling. When you read the news, if something makes you mad do you research it? If something makes you pump your fist in the air in agreement, do check the credibility? Do you cull that pretty cow that hasn't turned you a profit for the last two years?

I am outrageously proud of the work that our team puts into the content of this magazine. It has been created by a team that wants to give you the information you need to be successful. Oh and one last thing while you're here. Facebook isn't a news source, and that meme your Aunt Carol just shared probably isn't true. We all just survived a post-election holiday season — who decided on that timing? — so please continue to be kind to one another, and if you need to escape, grab this issue of *SimTalk* and take a break.

**ST**

**Our passion for  
the beef industry  
is backed by science.**





# 7P Ranch

## 27th Annual Spring Bull & Female Sale

**Saturday,  
February 20, 2021**

**1:00 PM – Females Sell First  
Lunch at 12:00 Noon**

**At the Ranch, Tyler, Texas**

**Located one mile south of I-20 on FM 757  
Midway between Tyler and Longview**

### **Selling**

#### **40 Purebred Simmental and SimAngus™ Bulls**

- 1 Two-Year-Old with 31 Fourteen-Month-Olds and 8 Yearling Bulls
- All are polled
- Most are AI sired by breed leaders in both Simmental and Angus

#### **40 Purebred Simmental and SimAngus™ Females**

- 30 Bred Females with 5 Open Simmental heifers and 5 Open SimAngus™ heifers ready to breed
- All are polled
- Most are AI sired and bred to AI sires

#### **20 Simbrah Heifers**

- 15 Bred Heifers with 5 Open F1 Simbrah heifers ready to breed
- These are 1/2 Brahman heifers resulting from the mating of productive 7P Ranch Simmental and SimAngus™ cows to elite Brahman AI sires
- The Disposition is Excellent on these cattle
- Most are registered with the American Simmental Association and can be Golden Certified registered with the American Brahman Association



**F1 Simbrahs**



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CCR 6028 PROC 6178G

ASA 3703453 || Homo Black, Homo Polled  
WS PROCLAMATION E202 x CCR BOULDER 1339A

CE	BW	WW	YW	MILK	STAY	DOC	CW	MARB	REA	API	TI
14	-0.1	98	154	29	17	17	52	0.46	1.09	156	98



CCR 6028 PROC 3056G

ASA 3703131 || Homo Black, Homo Polled  
WS PROCLAMATION E202 x CCR BOULDER 1339A

CE	BW	WW	YW	MILK	STAY	DOC	CW	MARB	REA	API	TI
12	2.3	104	153	29	15	22	64	0.40	1.20	144	96



CCR 5171 TRSURE 5176G

ASA 3703301 || Homo Black, Homo Polled  
MGR TREASURE x CCR COWBOY CUT 5048Z

CE	BW	WW	YW	MILK	STAY	DOC	CW	MARB	REA	API	TI
13	1.9	96	155	17	17	19	51	0.88	0.58	173	102



CCR ENCORE 6474G

ASA 3703491 || Homo Black, Homo Polled  
HOOK'S ENCORE 65E x BASIN PAYWEIGHT 1682

CE	BW	WW	YW	MILK	STAY	DOC	CW	MARB	REA	API	TI
11	0.5	91	130	28	13	14	34	0.61	0.96	146	95



CCR 6103 ICONIC 3131G

ASA 3703384 || Homo Black, Homo Polled  
LRS ICONIC 303C x CCR SPARTAN 9124A

CE	BW	WW	YW	MILK	STAY	DOC	CW	MARB	REA	API	TI
14	-0.1	88	142	14	12	17	45	0.63	0.64	151	93



CCR 4015 ENCORE 3095G

ASA 3703377 || Homo Black, Homo Polled  
HOOK'S ENCORE 65E x CCR COWBOY CUT 5048Z

CE	BW	WW	YW	MILK	STAY	DOC	CW	MARB	REA	API	TI
13	0.9	72	107	22	21	15	16	0.93	0.81	175	91



CCR 6028 BLTPRF 0066G

ASA 3703322 || Red, Homo Polled  
RFS BULLET PROOF B42 x BECKTON EPIC R397 K

CE	BW	WW	YW	MILK	STAY	DOC	CW	MARB	REA	API	TI
12	-0.9	87	138	31	20	9	48	0.42	0.61	153	89



CCR 4015 BEACON 3120G

ASA 3703383 || Homo Black, Homo Polled  
HOOK'S BEACON 56B x CCR COWBOY CUT 5048Z

CE	BW	WW	YW	MILK	STAY	DOC	CW	MARB	REA	API	TI
14	0.0	82	125	23	23	17	32	0.88	1.03	183	97



HOOK'S ENCORE 65E  
20 sons sell.



MGR TREASURE  
23 sons sell.



WS PROCLAMATION E202  
16 sons sell.



CCR WICHITA 4069D  
14 sons sell.

Visitors are always welcome. We invite you to come by and see the best set of bulls we've ever raised here at Cow Camp!



# Timeless

## Cow Camp Ranch

Five Generations of raising seedstock and feeding cattle.



CCR 5171 TRSURE 3036G

ASA 3703369 || Homo Black, Homo Polled  
MGR TREASURE x CCR COWBOY CUT 5048Z

CE	BW	WW	YW	MILK	STAY	DOC	CW	MARB	REA	API	TI
12	2.2	100	159	17	14	17	62	0.81	0.55	162	102



CCR RAINMAKER 7174G

ASA 3703701 || Homo Black, Homo Polled  
BASIN RAINMAKER 4404 x CCR BIG SPREAD 2057B

CE	BW	WW	YW	MILK	STAY	DOC	CW	MARB	REA	API	TI
14	0.0	81	135	21	13	7	48	0.47	0.46	136	83



CCR 4015 ENCORE 6017G

ASA 3703420 || Homo Black, Homo Polled  
HOOK'S ENCORE 65E x CCR COWBOY CUT 5048Z

CE	BW	WW	YW	MILK	STAY	DOC	CW	MARB	REA	API	TI
12	-0.7	85	128	22	20	19	27	0.75	0.78	169	96



CCR 5171 TRSURE 5096G

ASA 3703296 || Homo Black, Homo Polled  
MGR TREASURE x CCR COWBOY CUT 5048Z

CE	BW	WW	YW	MILK	STAY	DOC	CW	MARB	REA	API	TI
14	1.2	96	157	17	18	17	56	0.77	0.52	170	100



CCR PAYDAY 4417G

ASA 3703149 || Homo Black, Homo Polled  
CCR PAYDAY 0320C x JC MR NATIONAL 610Y

CE	BW	WW	YW	MILK	STAY	DOC	CW	MARB	REA	API	TI
11	3.1	90	144	26	19	15	56	0.69	0.53	158	93



CCR 5171 TRSURE 4061G

ASA 3703214 || Homo Black, Homo Polled  
MGR TREASURE x CCR COWBOY CUT 5048Z

CE	BW	WW	YW	MILK	STAY	DOC	CW	MARB	REA	API	TI
16	1.7	101	161	17	12	17	56	0.81	0.62	165	104

### The Cow Camp Advantage

- 52 years breeding registered Simmental and SimAngus™ seed stock
- Largest selection of age advantaged SimAngus™ bulls in the United States
- Leader in the business for carcass data collection - over 1,500 head of Cow Camp genetics fed and harvested annually
- Customer buyback program and custom feeding options at Cow Camp feed yard
- All bulls sell with genomic enhanced EPDs, parent verification and RightChoice scores

## Cow Camp Ranch SPRING BULL SALE

1:00 PM CT

February 5 2021

Lost Springs, KS 180 Age Advantaged  
Simmental and SimAngus™ Bulls Sell  
Including a set of powerful red bulls  
20 Simmental and SimAngus™ Open Heifers Sell



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# Producing Top SimAngus™ Beef

By Emme Demmendaal

“When our first quarter-blood Simmentals hit the ground, they were just exceptional,” shares Arlen Katterman of Kattle Bell Farm, Hale, Michigan, describing when he and his father purchased their first half-Simmental bull in 1974 to use on their commercial cow herd, “What a difference just twenty-five percent Simmental makes with the hybrid vigor in calves.”

While the Katterman family has been sold on Simmental since they purchased their first half-blood bull, the operation wasn't new to the cattle industry. Arlen's grandfather, John Dooley started farming in the 1930s. During the '40s, Dooley along with other local farmers created a co-op sale to sell feeder cattle. Since then, the operation has sold cattle each year in October with an established customer base that trusts the performance of their feeder calves.

Throughout generations, the Katterman family has remained committed to developing quality feeder calves by tracking herd data and implementing progressive herd-selection decisions that capitalize on advancing reliable, profit-focused genetics faster.

---

**Kattle Bell Farm sells high-quality commercial SimAngus feeder calves while continuing the family legacy.**

*Andy and Dana Katterman with their two children: Kiley and Lincoln.*



## Choosing “Know”

While Kattle Bell Farm previously used Durham, Hereford, Saler, and Limousin in their operation, they continue to use Simmental and Angus crossbred cattle for the hybrid vigor, maternal traits in the cow herd, and quality of the carcass on the rail.

In the last 10 to 15 years, their selection decisions have made traction in the feeder calves and how their cow herd performs. Andy Katterman, Arlen’s second-oldest son of five adult sons shares, “We’re really liking the calving ease of the Simmental and SimAngus bulls we’re buying, and we also like the milking ability and stayability in the herd. Overall, we just feel like SimAngus make good mothers. They take care of their calves and produce some high-weaning weight calves.”

Arlen and Andy make bull selection decisions together. Structure, soundness, EPD profile, and performance numbers are the forefront of their conversations with an emphasis placed on ASA’s all purpose index (\$API). The index takes into account a balanced evaluation of sires on the entire cow herd with the goal of retaining daughters, and selling steers on feed to be sold based on grade and yield.

Andy explains, “We look at genetics and structure but focus on a balanced animal. We want to keep milk and the calving ease in our herd while gradually increasing weaning weights and yearling weights. We emphasize \$API and try to get bulls that are the top 20% of the breed.”

Each year, heifers are pasture bred mid-May to a high calving-ease bull and aren’t exposed until they are at least two-years old. Katterman

says, “The cow is a little more mature at that age, and we feel we get an extra year out of them by not pushing them. I know there is criticism that you’ll lose a year, but I feel like we’re able to keep that cow in production longer.”

While Katterman prioritizes using high-quality bulls in the herd, the right bull can only be chosen when they know what their cow herd needs to produce a calf that will perform for their customers in the feedlot. Initially when making replacement heifer selection decisions, the female must have good feet and legs and be born in the first 21 days of the calving season. In addition to phenotype, the data collected throughout the year is weighed when choosing keeps and culls.

To know more about their heifers, the Kattermans report their calving records to ASA, and in turn receive EPDs back on their commercial cows. They collect birth and weaning weights on the whole calf crop and yearling weights on replacement females.

*CONTINUED ON PAGE 16*



**At Kattle Bell Farm, EPDs are weighed when selecting their commercial replacement females and used when picking the right bull for the cow herd.**



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Flint Hills x High Octane  
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11 EPDs in top 1-10%! Powerfully built with great structure! 167.6 API and 105.4 TI values.



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Eagle x Top Grade  
Elite 1-10% EPDs in 13 traits! Extraordinary herd sire candidate, -3.9 BW, 173.5 API and 99.3 TI.



Longtime customer  
Glenn Cantrell, OK (L)  
with Dan Leo

### Glenn Cantrell, OK Longtime Repeat Customer

"I buy all of my SimAngus bulls and females from APEX and Angus bulls from Express Ranch, knowing from each I will get the best of genetics and quality available. SimAngus add extra muscle, performance and carcass traits we need."

Glenn is one of our many repeat customers, of both bulls and females, a 2X National Western Angus judge and former manager of the large Hitch Feedlots. Currently he maintains a reputable 350 head cowherd where calving ease, maternal traits, performance and eye appeal are priorities. This past fall, he purchased every one of our SimAngus fall calving bred heifers!



Proclamation x Sydgen 1407 Corona  
149.0 API, top 4% MARB EPD! AI Safe to Leachman Approval, projected mating 164.3 API, top 1% MARB!



Dividend x High Calibre  
AI safe to Proclamation for purebred with projected 150.7 API, top 5% DOC and 10% MARB!



Dividend x Lock n Load son  
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 (175 API), Bridle Bit Rembrandt D630 (160 API)  
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ASA #3254156



CED	BW	WW	YW	MCE	MILK	MWW	DOC	MARB	REA	API	TI
13.7	0.0	99.7	146.4	9.2	30.7	80.5	19.4	0.54	1.01	163.4	103.6
15%	20%	1%	3%	5%	1%	1%	1%	2%	20%	2%	1%

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 in the US, Canada and Australia! In six 2019 sales his sons were the top sellers.*



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 Proclamation x Mogck Sure Shot - 8 EPDs top 2-10%!



**TD934G**  
 Superb Proclamation Son - 7 EPDs Top 3-15%!



**PC681G**  
 Dividend x Connealy Capitalist - Top 4% BW EPD!



**UC845G**  
 Mountain Pass x Utah - Several Baldies Sell!



**ZC950G**  
 Proclamation x Northern Lights - 13 EPDs top 3-20%!



**UA55G**  
 Flint Hills x Excalbur safe to Rembrandt, -4.8 BW, top 2%!

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# Producing Top SimAngus™ Beef

CONTINUED FROM PAGE 13

In addition to submitting phenotypic data to get EPDs back on their commercial operation, they also participate in one of ASA's DNA research programs that allow seed-stock and commercial producers to genotype their entire cow herd at a discounted rate.

"We are trying to do a lot of things right, but sometimes you don't know how you're really doing. By doing Total Herd Enrollment and Cow Herd DNA Roundup genotyping, we know," Arlen says. The data on the cow herd will allow them to more accurately pinpoint areas of improvement in breeding decisions that will ultimately improve the quality of replacement heifers and the steers they are selling to feedlots.

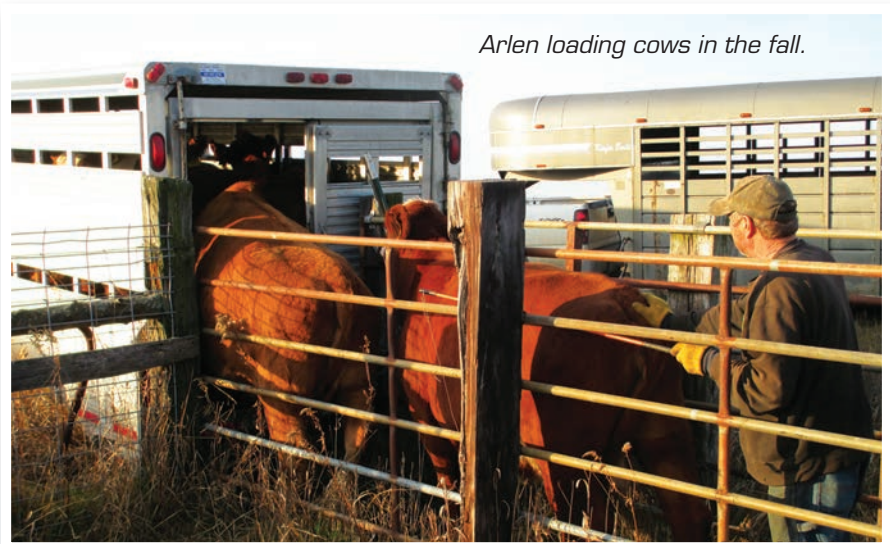
Andy adds, "Moving forward, we plan to take an average look at our cows' EPDs and then use that in deciding what bulls we need to select to start breeding. Right now our data reports say we need to improve carcass weight and marbling and we want to continue to crossbreed to get better genetics to produce better calves."

The decision to participate in the commercial THE option and DNA test the entire calf crop wasn't an easy decision for either Arlen or Andy. Despite the time, effort, and expense, they ultimately decided that it would be worth the investment to make a jump genetically and in profitability.

"We really sat down and discussed this decision, my dad, myself, and my brothers." Andy says, "We decided that if we want to improve our calves and our cow herds faster then we probably want those EPDs we're receiving from the association to be the most accurate. When we DNA tested all the cows, we sped up our process and increased the accuracies of the EPDs on the cows."

To bring the investment full-circle, Andy summarizes that the ultimate decision to invest in reporting the cow herd data and collecting DNA was to get a better understanding of the bull genetics they are purchasing. "We are spending good money on bulls so we probably should know what we need not just, 'Oh this looks like a good bull.' We figured it was worth it to know."

CONTINUED ON PAGE 18



Arlen loading cows in the fall.



Spring-born SimAngus calves.



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**PENNINGTON**



# Producing Top SimAngus™ Beef

CONTINUED FROM PAGE 16

## Producing Quality Calves

Calves are weaned starting in early September, but because the cow-calf pairs are spread over 2,200 acres in between eight to 10 pastures, weaning is completed over the first two weekends in the month when most of the family is available to help sort. The feeder calves are backgrounded until the end of October, when most of the feeder calves are sold in the annual West Branch Feeder Calf sale. This last fall 125 were marketed in the sale. Any calves that are too young to go to the sale are backgrounded a few more months before being sold. Additionally, a handful are sold as freezer beef or kept for themselves each year.

Since International Genetic Solutions (IGS) came out with the Feeder Profit Calculator™ (FPC) in 2017, a tool designed to evaluate calves' relative value in a breed-agnostic manner based on management and genetic criteria, the Kattermans have been utilizing the certificate at the sale to leverage the genetics and hands-on manage-

ment the operation maintains with buyers. Andy says, "We want to sell pounds but we also want to sell quality pounds as well. We run our calves in the FPC to gauge where we are and what we need to do to improve."

Arlen adds that they use this free certificate program not only for the buyer's use, but also for the information it calculates for them on carcass quality, "The calculator shows that our yield grade is very good but our marbling needs work. So, we want to tinker with the marbling but we don't want to disturb what we're doing right. By getting EPDs on our cows, we'll be able to align things a little bit better. We can buy some bulls that will help move in that direction but maintain some other traits and EPDs that we're looking at too."

When selecting for performance, the Kattermans' emphasis on the end product, especially weaning and yearling EPDs allows them to make more progress than they did when they were focusing solely on birth weight and weaning weights. He shares, "We've been stressing birth weight, milk, weaning weight, but the last few years we've been looking at yearling weight because we want these calves to perform for us at weaning and the sale, but also they've got to continue to perform in the feedlot. We don't want our calves to hit a plateau."

## For Generations Coming

Kattle Bell Farm is truly a family affair. Each family member has a job off the farm, aside from Arlen, who retired from well drilling, and keeps the growing operation's daily chores handled.

Andy, who followed his mother's footsteps in teaching, says, "Since the '30s, the farm has just been passed down from one generation to the next, and we're just building our farm together little by little."

In addition to the cattle operation, the Kattermans grow corn and oats for use in the operation, and also put up 1,600 round bales in addition to over 7,000 traditional small square bales. Arlen and his wife Barbara work with their five children: Klayton, Andy, Nick, Ben, and Dan on the farm.

Their children help whenever or as much as time permits. Andy shares, "Whether that's driving a tractor, feeding, recording numbers, or fixing a tractor. Even if it's from afar. Everyone in the family has their skill set, and we do a pretty good job of utilizing everyone's skills and keeping them involved."

CONTINUED ON PAGE 20



Andy checking calves with Kiley and Lincoln.



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ASA 3716905 PB SM

CE	BW	WW	YW	MARB	RE	\$API	\$TI
11.4	1.8	112.3	180.3	0.43	1.09	167.8	106.7

*KBHR Cimarron F151*



ASA 3499731 PB SM

CE	BW	WW	YW	MARB	RE	\$API	\$TI
17.0	-5.0	65.0	101.1	0.96	1.08	202.8	100.0

*TJ Flat Iron 259G*



ASA 3582543 1/2 SM 1/2 AN

CE	BW	WW	YW	MARB	RE	\$API	\$TI
19.8	-2.8	63.8	112.7	0.69	0.44	166.9	86.7

*TJ Heisman 388F*



ASA 3459048 PB SM

CE	BW	WW	YW	MARB	RE	\$API	\$TI
7.2	2.1	94.5	144.0	0.47	0.65	157.2	94.9

*GW Major Move 590E*



ASA 3242835 5/8 SM 1/4 AN 1/8 AR

CE	BW	WW	YW	MARB	RE	\$API	\$TI
9.1	0.7	93.3	142.5	0.31	1.03	142.5	88.5

*Bridle Bit Resource G9117*



ASA 3561070 PB SM

CE	BW	WW	YW	MARB	RE	\$API	\$TI
14.6	-0.4	88.3	133.9	0.46	1.07	163.1	95.9

*GW Outback 985F*



ASA 3389831 3/4 SM 1/4 AN

CE	BW	WW	YW	MARB	RE	\$API	\$TI
12.5	1.8	95.5	147.2	0.51	0.84	149.2	95.2

*KBHR All American G104*



ASA 3618723 PB SM

CE	BW	WW	YW	MARB	RE	\$API	\$TI
13.2	1.3	102.4	150.3	0.28	1.34	142.1	98.1

*Hook's Encore 65E*



ASA 3253795 PB SM

CE	BW	WW	YW	MARB	RE	\$API	\$TI
12.9	-0.6	80.3	115.3	0.71	1.22	169.3	97.0



# Producing Top SimAngus™ Beef

CONTINUED FROM PAGE 18

Arlen commends Andy's wife Dana, a registered nurse, for helping every spare minute she has. He laughs, "I don't know how my daughter-in-law does it. She teaches Sunday school. She's a nurse at church camps in the summer. She puts a lot into the community and still finds time to help on the farm."

Andy and Dana have two children, Kiley and Lincoln. Nick and his wife, Danielle, both spend many hours on the farm, and have one son, Ean. Klayton and his wife, Kayla, are the parents of Emily, Addisyn, and Bryan, who love visiting the farm to ride tractors and see the cows.

The fall feeder calf sale really brings all the families back to the farm to make a successful sale. The youngest generation is already showing an interest in continuing the legacy.

Each generation has made their own impact on the farm. Arlen recalls his father allowing him to incorporate Simmental genetics in the operation, and when Andy wanted to take a lead in the farm, Arlen supported Andy's decision to invest in reporting data and collecting DNA. Arlen



The Katterman family, left to right Klayton, Dan, Arlen, Barb, Nick, Andy and Ben.

says, "When I went to my father with the idea of going Simmental, he didn't say no. Our youth is the future. I want Andy and his brothers to be satisfied with what direction our farm is going."

Andy concludes, "I don't know what I would do if we weren't farming. It keeps me close to my roots, especially since I never got the opportunity to know my grandpa, but also it's a good way of life to raise a family."

ST

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Saturday, August 28

Educational Symposium

Sunday, August 29 - Tuesday, August 31

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RUST *Dream Struck* 502H ASA: 3711236  
 NGDB STRUCTURE 34D x MISS WERNING KP 8543U



RUST *As-AP* 501H ASA: 3711239  
 MR SR 71 RIGHT NOW E1538 x W/C ANGEL 8598F



RUST *Night Moves* 100H ASA: 3711175  
 NGDB STRUCTURE 34D x R&R MISS CUT ABOVE Y127



RUST *Forged of Fire* 0412 AAA: 19743890  
 BROOKING FIREBRAND 6068 x BROOKING BEAUTY 8187



RUST *Prime Pick* 411H ASA: 3711262  
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# Modern Seedstock Marketing Must be Better



By Lane Giess, Director of Commercial & Nontraditional Data Programs

If we take a trip down memory lane, we can remember a day when marketing seedstock could be described as simple compared to today. We would mail a sale catalog with the date and time of our auction, inside would have general information about our breeding program and then we would list the lots of animals for sale. Each lot's information would contain a couple of key pieces of informa-

tion: birthdate, pedigree, adjusted weights, and ratios among other things. We used this information as the premise for describing genetic value among our offering. And at the time all of the separate sources of information were important and useful tools.

You could even say before modern genetic evaluations, ratios and adjusted weights were the best tools available to describe genetic merit. And before those, pedigree knowledge and visual performance appraisal were the sole focus of every breeder. No doubt, our understanding of genetic merit has advanced since these times.

As I page through various current sale catalogs, I have to ask the question, are they any more clear, or any easier to decipher than what's been printed in years past? My answer would be no, and in fact, I might even argue they are more confusing now than ever before and not for the reason you might think.

Modern sale catalogs still printing adjusted weights, ratios, and raw ultrasound scan results are full of contradicting pieces of information. Why? Because we know these observations describe more about the performance of the animal itself and less what a parent animal may pass on to its progeny.

Ratios, adjusted weights, and raw-scan data are indications of merit from an observed phenotype (BW, WW, Marbling, etc.). However, as all animal breeders know, an animal's phenotype is influenced by multiple factors - including how they were managed. Can future progeny inherit good management? No.

Then why do ratios, adjusted weights, and raw data still permeate most sale catalogs printed today?

As a seedstock breeder myself, I get it. The success of every seedstock operation is dependent on two things: 1) a sound and reliable breeding program designed to improve the profitability of our customers, and 2) the ability to market those animals to stay financially sound in our business.

It's the responsibility of every seedstock producer to maximize genetic progress and improve the economic profitability of beef production. But in a difficult market and volatile business environment, marketing our livestock is vital to our bottom line. Do we sometimes sacrifice the reality and merit of genetic tools in order to make a sale because of customer expectations?

We choose to print outdated tools like ratios and weights for inherently selfish reasons and reasons only magnifying our inability to educate on true genetic tools like EPDs.

They are more confusing, yes, but they are much more accurate and effective tools for making genetic improvements for a trait than anything else available. Science is not always understood, but in the case of EPDs, there is no debate among animal breeders and progressive producers. They work!

**The bottom line is, EPDs are better indicators for genetic merit than anything else available to seedstock breeders.**



Modern sale catalogs where we still print the outdated tools of ratios, actual weights and raw data are only adding to the difficulty of educating commercial cattlemen and are ultimately hurting your bottom line by introducing confusion and contradicting information.

In a world of "the customer is always right", some are going to demand seeing these pieces of information and for those customers, I'd suggest a separate location to print what they are looking for such as your website or as a supplement sheet rather than printed in a catalog.

This conversation is one many will disagree with, but as the beef industry is scrutinized and the market becomes more competitive, I think it is clear the direction seedstock breeders must take mandates a change in how animals are marketed and how we educate our consumer. **ST**



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H45 - PB - ASA# 3782005



ADJ WW: 864

LCDR Impact x Remington Lock N Load  
Homo Black, Homo Polled | Yearling  
9.1 4.9 112 173 5 24 80 API 128 TI 93  
Flushmate Brothers Sell!

H48 - PB - ASA# 3782008



ADJ WW: 831

LCDR Impact x CLRS Constitution  
Homo Black, Homo Polled | Yearling  
10.2 2.2 96 153 6 23 71 API 156 TI 97  
Flushmate Brothers Sell!

H7 - PB - ASA# 3781967



ADJ WW: 851

LCDR Impact x WS All-Around  
Hetero Black, Homo Polled | Yearling  
11.8 -0.6 87 128 7 29 73 API 142 TI 91  
Flushmate Brothers Sell!

H44 - PB - ASA# 3782004



ADJ WW: 815

LCDR Impact x CLRS Constitution  
Homo Black, Homo Polled | Yearling  
12.1 2.4 97 150 7 23 71 API 151 TI 95  
Flushmate Brothers Sell!

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H88 - 3/4 - ASA# 3782049



ADJ WW: 934

LCDR Impact x TNT Tanker  
Homo Black, Homo Polled | Yearling  
6.6 4.9 107 162 5 30 84 API 127 TI 90

H81 - 3/4 - ASA# 3782042



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10.3 2.1 89 142 5 28 72 API 140 TI 91

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*Kate Roberts*

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Guest Consignor: White Wing Simmentals, AR

**Influence of**

HPF Sheza Dandi 206B donor



AJE/PB Montecito 63W



John, Becky, Scott and Jordan Cowger  
10000 County Road 222  
Savannah, MO 64485

Bill Graebe – 816.387.7694  
Scott Cowger – 816.304.0371  
cowgers@aol.com  
John Cowger – 816.262.2607

[https://breedingcattlepage.com/rs\\_t\\_simmentals/](https://breedingcattlepage.com/rs_t_simmentals/)



# Nobody Shares Like IGS

*Through pooling information, the International Genetic Solutions offers better selection tools to seedstock breeders and the beef industry.*

**By Jackie Atkins, Ph.D. Director, Science and Education Operations**

Early in life, we are taught to share. Share with our siblings, share with our classmates, share with our neighbors. The fact that we have to learn this behaviour is telling — it's not instinctive. It's human nature to protect what is "ours" and become territorial to ensure we have what we need to survive and thrive; however, we have seen how we all can do better by working together, sharing resources, and maybe most importantly, sharing ideas. This philosophy of comradery and collaboration is at the heart of the International Genetic Solutions (IGS).

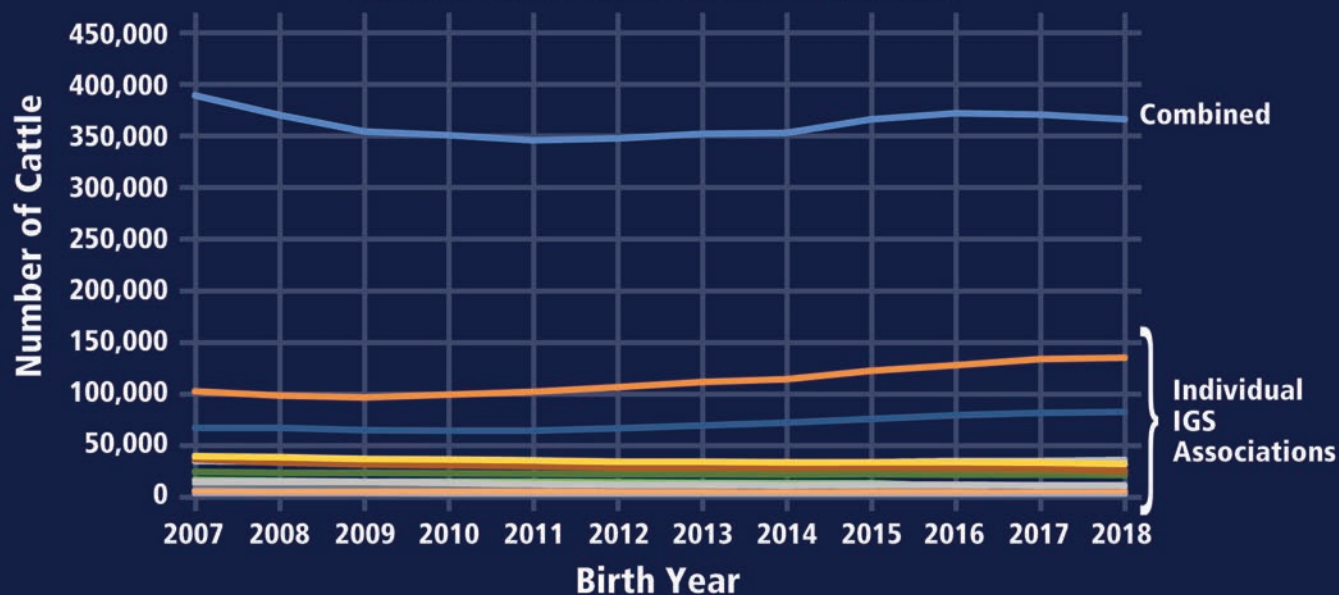
IGS aims to serve the beef industry by providing resources for genetic improvement using the best technology available and unprecedented collaboration. The IGS collaboration now has 20-million animals and nearly 300,000 genotypes from 20 different organizations. Not only is it the largest beef cattle database, but it also has a huge amount of connectivity among the different organizations. Nearly of the progeny records in the IGS evaluation have siblings in a separate database and multiple sires have progeny in as many as 12 databases. If each of these databases was an island with an isolated evaluation, we could all breath a little easier because the evaluation would be much simpler. But, it wouldn't be better. It wouldn't be as accurate. It wouldn't give the best genetic predictions of the animals in the evaluation.

Instead, the IGS model has chosen the harder path. It is complex to have one evaluation with 20 different data sources. It is challenging to have a multi-breed genetic evaluation and to account for different breed effects and heterosis. But at the end of the day, we want to provide the BEST possible genetic predictions, not only to seedstock breeders but for anyone using EPDs to select their future genetics.

The IGS model also sets aside the territorial toddler behaviours often seen in breed associations and societies. Instead of guarding our data, our material, our resources, to be used only to help our association improve, the IGS system opens the doors of communication among all the IGS partners to offer better resources to all the members and ultimately the beef industry. We all benefit from working together and sharing various perspectives from different breeds of cattle, different breed associations, and different countries but with the common goal of beef cattle genetic improvement. Beyond making the best possible genetic predictors, the staff from the various IGS partners learn from each other, share educational material, collaborate on different research projects, and work through various challenges most of us have faced independently but can get through better together.

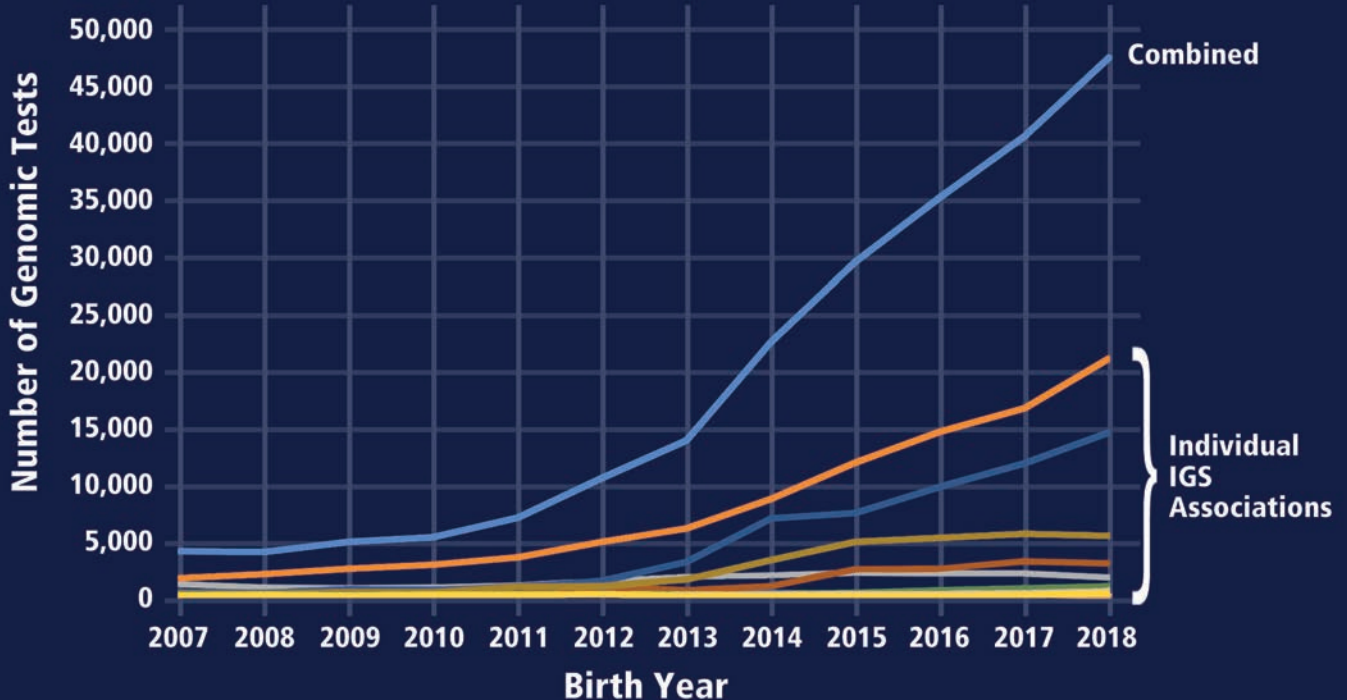
While the future is unknown to all of us, it is certain to improve by working together towards the common good.

## The total IGS records by year of birth is much greater than any singular contribution from each breed association





## Genomic records by year of birth in the entire IGS evaluation compared to individual



ST

# SAFETY ZONE™

## CALF CATCHERS

**A Cowman's Best Friend at Calving Time!**

Designed for Processing Safety...

- Enables quick and safe calf catching!
- Convenient, step in access of producer!
- Holder secures calf for easy processing!
- User-friendly inside release of calf to cow!
- Move calves easier with cow following!
- Less cow stress, mother can see and smell calf!
- Reduces danger while working new calves!
- Quick Mount/Dismount on both ATV & UTVs!

Now available with a digital scale!



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**DEALER INQUIRY INVITED**



**BETH DRAKE, MS** - "I bought my husband one for Christmas. He loves it! Rough round and Brangus mamas, safer than anything we've tried."

**BARRY SALSMAN, KY** - "Excellent protection from mothers...great for doctoring young calves or banding."

**BAR 4 RANCH, TX** - "We love our Calf Catcher! The cows are more calm because they can see & smell the calves. It is really a one-man job now!"

**JEFF HALL, MO** - "Has turned tagging and working calves into a one man operation, and made it safer to do it. Pairing out is a breeze as cows follow great."

**ONE PERSON can now SAFELY and EASILY process calves without concern of the protective mother cow!**





# Schiefelbein Farms

## You Buy, We Bid!

**30<sup>th</sup>**  
Annual  
Bull &  
Female  
Sale



**Schiefelbein Endgame 99**

Reg. # 19562440

Elite calving ease, with growth and high \$ values.

# 400 Bulls Sell...

**Sat., February 20, 2021 • 11 a.m.**

at the farm near Kimball, MN

**GENEX**

*Plus*

**Registered Angus  
Bred Heifers Sell!**

*Featuring large groups of the breed's leading sires:*

Showman	38 Special	LD Capitalist
Stunner	TheRock	Black Onyx
Wall Street	Discovery	Woodhill Blueprint
Growth Fund	Ten Speed	Jindra Acclaim
SydGen Enhance	Schiefelbein; iBULL,	RBM Rave
Mogck Entice	Allied, Protocol,	Baldrige Beast Mode
GAR Ashland	Attractive, Rhombus,	Tex Playbook 5437
Colonel	Warranty, Skol	
	<i>plus many, many more.</i>	

**Let us help  
you top the  
market!**



*Don't Miss Minnesota's  
Longest Angus Sale!*

**HD50K** All Bulls HD50K  
DNA Tested

• Free Delivery • Sight Unseen Guarantee

## Find Your Bull Here! ♦ Saturday, Feb. 20, 2021

Plan to join us for these events:

### Friday, February 19, 2021

- 12 noon Viewing of Sale Cattle
- 2 till 5 pm Tour of the Farm
- 4 till 6 pm Social Hour (Free Drinks & Appetizers)
- 5 pm Premium Beef Panel
- 6 pm Free Prime Rib Dinner with all the fixings

### Saturday, February 20, 2021

- 9:00 am Viewing of Sale Cattle
- 10:30 am Free Beef Lunch
- 11:00 am 2021 Sale Begins

(NOTE: All events will take place at the sale facility)

Sale to  
be broadcast  
live!



Find us on  
Facebook



Contact us today! Visitors always welcome.

# Schiefelbein Farms

Frank Schiefelbein & Family

74208 360th St., Kimball, MN 55353

320/266-8487 (Dan) • 320/224-5830 (Tim) • 303/324-5149 (Don)  
info@schiefelbeinfarms.com • www.schiefelbeinfarms.com

[www.schiefelbeinfarms.com](http://www.schiefelbeinfarms.com)



# HILL'S RANCH

Simmentals

March 2, 2021



Son of FF Black Gold JF C19



Son of Hills Sure Thing A14

2020  
Bull  
Sale



Son of WS Ace of Diamonds E164



Son of Hills Supercharged E96

[www.hillsimmental.com](http://www.hillsimmental.com)

*Selling 100 Simmental and SimAngus™ Bulls  
100% Guarantee for the first breeding season*

Tom and Kathy Hill  
Box 186  
Stanford, MT 59479  
(406) 566-2479  
hillssimmentalmt@yahoo.com

This sale will be broadcast live on the internet.

**DVAuction**  
Broadcasting Real-Time Auctions  
Real time bidding & proxy bidding available.



# GATEWAY GENETICS BULL SALE

MARCH 7, 2021 | 1 PM | PIERCE, NEBRASKA

*at the Gateway Genetics Sale Facility*



*Join the Tradition*

80+ ANGUS, SIMMENTAL, SIMANGUS & MAINE-ANJOU BULLS

*NEW in 2021... A select group of females will be offered from the heart of the program!*

**GATEWAY-GENETICS.COM**

Kevin & Laura Benes  
Kevin Cell: 402-741-1419

**GATEWAY  
GENETICS**

Craig & Lori Gana  
Craig Cell: 402-430-2526

Sale Management by:  
**INNOVATION**  
AgMarketing, LLC

Graham Blagg - (530) 913-6418  
Tim Anderson - (605) 682-9343  
[innovationagmarketing.com](http://innovationagmarketing.com)





# FORSTER FARMS

42nd Annual Simmental Production Sale

## JANUARY 30, 2021

### SMITHFIELD, NEBRASKA • 1:00 PM

(at the farm, one mile east of Smithfield on Hwy. 23, then 1/2 mile north)



**FF Iron Hide H1689**

5/8 Blood SimAngus™

ACW Ironhide 395Y x CLRS After Shock 604A

CE	BW	WW	YW	ADG	MCE	Milk	MWW	MB	REA	SAPI	STI
10	1.3	90	137	.30	4	22	66	.12	.91	123	80



**FF Graduate 714 H1443**

5/8 Blood SimAngus™

FF Graduate D714 x Triple C Beef Maker

CE	BW	WW	YW	ADG	MCE	Milk	MWW	MB	REA	SAPI	STI
13	.1	71	114	.26	8	26	61	.14	.78	128	73



**FF United H1677**

5/8 Blood SimAngus™

W/C United 956Y x CCR Cowboy Cut 5048Z

CE	BW	WW	YW	ADG	MCE	Milk	MWW	MB	REA	SAPI	STI
14	.1	95	147	.33	9	25	73	.24	.90	132	89



**FF Tear Drop H1686**

Purebred Simmental

TJ Teardrop 783F x LRS Turning Point 3117A

CE	BW	WW	YW	ADG	MCE	Milk	MWW	MB	REA	SAPI	STI
12	1	82	128	.29	5	29	70	.12	.87	125	78

### SELLING EXCEPTIONAL LOTS

**70 Simmental/SimAngus™ Bulls**

**35 Bred Heifers**

**20 Open Heifers**

An outstanding performance-bred group of purebred and percentage cattle. Over 3/4 are black, and the balance are solid red or red baldy . . . hard to match this balanced-performing set of Forster-bred stock!

**Join us for a great lunch!**



**FF Cowboy Cut H1429**

3/4 Blood SimAngus™

CCR Cowboy Cut 5048Z x EXAR Upshot 0562B

CE	BW	WW	YW	ADG	MCE	Milk	MWW	MB	REA	SAPI	STI
11	3	93	136	.27	7	30	76	.38	.94	142	87

**All bulls carry a first breeding season guarantee.**

**All animals in the sale are BVD tested**

For more information, contact:

## FORSTER FARMS

74096 Road 434

Smithfield, NE 68976-1039

**Alan 308-991-2208**

**Kevin 308-325-2093**

**Verlouis 308-472-3086**

email: alan\_forster@hotmail.com



**FF Ms. Frontline H1679**

Purebred Simmental

Hook's Frontline 40F x Felt Purple Steps Up

CE	BW	WW	YW	ADG	MCE	Milk	MWW	MB	REA	SAPI	STI
13	.7	86	128	.26	6	26	69	.23	1.02	146	87



**FF Ms The Rock G1687**

5/8 Blood SimAngus™

GIBBS 4091B The Rock x R B Tour of Duty 177

CE	BW	WW	YW	ADG	MCE	Milk	MWW	MB	REA	API	TI
13	.1	79	130	.32	7	23	62	.23	.87	133	80

Bred to CCR Pay Dirt 2340C on 6/6/20

**AUCTIONEER:**

Tracy Harl • 402-469-3852

Like us on Facebook



or

check out our new website: [ForsterFarms.com](http://ForsterFarms.com)



**Sale Day Phone: 308-991-2208**

EPDs as of 12.14.20



# J&C SIMMENTALS

Saturday, January 30, 2021 | 12:30 pm

West Point Livestock, West Point, Nebraska



**H220** 3/4 Blood  
Executive Order x LBS Pride



**H551** 5/8 Blood  
GLS Cash Flow x GCC Grizzly



**H024** 3/4 Blood Heifer  
Innovator x HPF Sazerac



**H227** Purebred  
Innovator x Zoom



**H29** 1/2 Blood  
TJ Franchise x 3C Ten Fold



**H881** 5/8 Blood Heifer  
TJ Main Event x Twisted Steel



**H082** 5/8 Blood  
TJ Main Event x Twisted Steel



**H400** 1/2 Blood  
Hoover Dam x Dream On son



**H973** 3/4 Blood Heifer  
TJ Main Event x Wide Track

*Selling*

**110** Black Simmental bulls (some reds)

**25** Open Heifers Show prospects broke to lead. Top replacement heifers.

**14** Bred Heifers AI bred to trait leading calving ease bulls

**J&C**  
**SIMMENTALS**

Jay Volk 402-720-7596

Clark Volk 402-720-3323

Adam Stutzman 402-641-2282

volkjk@aol.com

[www.jandcsimmentals.com](http://www.jandcsimmentals.com)





*Kearns Cattle Co.*  
**32ND ANNUAL BULL SALE**  
*Thursday, March 4, 2021*  
**RUSHVILLE, NE**



*Kearns Cattle Co.*

Tom Kearns - (308) 763-1394 | Zach Kearns - (308) 360-1783

**KEARNSCATTLECO.COM**



Graham Blagg - (530) 913-6418  
Auctioneer: Jered Shipman - (806) 983-7226  
**INNOVATIONAGMARKETING.COM**



Broadcast Online at  
**SUPERIORLIVESTOCK.COM**





*New Location*

## 19<sup>TH</sup> ANNUAL SALE

SUNDAY, MARCH 7, 2021 • 1 PM CST

SCHAAKE FARMS SALE FACILITY IN WESTMORELAND, KANSAS

70 SIMMENTAL & SIMANGUS BULLS • 40 REGISTERED & COMMERCIAL FEMALES



### PRODUCING *Quality* BULLS FOR THE COMMERCIAL CATTLEMEN & PUREBRED BREEDER ALIKE

“Since making the switch to Gold Bullion bulls, we have seen a massive improvement in the quality of heifers that we are keeping as replacements for our herd. On the steer production side, we know we can send our calves to the feed yard and with their genetics, know that they will perform at the highest standard. What gives us the most confidence is the families that stand behind their bulls.”

JOSH WHITEHILL • KANSAS

“I have been buying bulls from the Gold Bullion Group for many years. The bulls are not overfed. The breeders are very competitive, using the best genetics through AI and ET. I like feeding the bulls together, giving the buyer the opportunity to compare performance.”

STAN SEARS • CALIFORNIA

“I purchased one of the most docile bulls you can ask for from the Gold Bullion Group. He loads without a chute - just open the trailer door and he'll get in. His calves grow fast and are easy to work with.”

JOHN LOPP • KANSAS

THE QUALITY GOES IN, BEFORE THE BRAND GOES ON

**BROOKS SIMMENTALS**

RALPH: 785-556-0385

WWW.BROOKSSIMMENTAL.COM

**MARPLE FARMS**

TROY: 785-250-0522

**MCCRACKEN LIVESTOCK**

ZACH: 620-384-6176

**MID-AM GENETICS**

RYAN: 785-221-3284

**PARSONS LIVESTOCK**

GARRETT: 832-651-3634

**SCHAAKE FARMS**

SCOTT: 785-456-4949

WWW.SCHAAKEFARMSINC.COM

**WWW.GOLDBULLIONGROUP.COM**







H32

LFE The Riddler 323B x Ellingson Ms. Morgan E732  
 CE BW WW YW ADG MCE Milk MWW \$API \$TI  
 6 4.1 102 165 .39 5 25 76 129 90  
 Adj. WW: 791 lbs.



H36

Ellingson Ultimate F830 x Ellingson Ms. United E70  
 CE BW WW YW ADG MCE Milk MWW \$API \$TI  
 7 4.8 112 184 .46 3 30 86 112 90  
 Adj. WW: 844 lbs.



H06

Hook's Eagle 6E x Ellingson Riddler F8062  
 CE BW WW YW ADG MCE Milk MWW \$API \$TI  
 12 -.4 95 152 .36 8 22 69 154 95  
 Adj. WW: 739 lbs.



H1017

CCR Cowboy Cut 5048Z x Ellingson Ms. Banger B449  
 CE BW WW YW ADG MCE Milk MWW \$API \$TI  
 11 1.8 90 133 .27 6 24 69 135 82  
 Adj. WW: 740 lbs.



H40

Ellingson Ultimate F830 x Ellingson Ms. Beef W972  
 CE BW WW YW ADG MCE Milk MWW \$API \$TI  
 7 3.9 100 159 .37 2 29 79 114 81  
 Adj. WW: 782 lbs.

For catalogs and information:



**Terry Ellingson & Family**

Phone: 701-384-6225

Cell: 701-741-3045

5065 125th Ave. NE • Dahlen, ND 58224  
 email: tellings@polarcomm.com

**Guest Consignor:**

Strommen Simmentals, Arthur, ND • 701-430-0669

The catalog and updated information  
 (homozygous polled test, ultrasound  
 and scrotal measurements)  
 will be available online.



# Looking for Performance?

## Ellingson Simmental Performance Bull & Female Sale

Friday, January 22, 2021 • 1:00 pm CST

Sale Location: At the farm, Dahlen, ND

21st Anniversary

**Selling:**

75 Yearling Simmental and SimAngus™ Bulls  
 30 Open Yearling Heifers

**Other sires include:** Hooks Eagle 6E, CLRS Dividend 405D, CDI Perspective 238A, Connealy Blackhawk 6198, Deer Valley Growth Fund, TJ Roosevelt 366E, CNS Dream On L186, TNT Bootlegger Z268, CCR Cowboy Cut 5048Z, Wheatland Bull 680S, GLS Integrate Z3 and G A R Prophet.

Bulls will be SEMEN TESTED and GUARANTEED BREEDERS.



H48

WFL Westcott 24C x Ellingson Walbangr C5027  
 CE BW WW YW ADG MCE Milk MWW \$API \$TI  
 4 6.1 100 155 .34 -.3 29 79 94 77  
 Adj. WW: 859 lbs.



H82

Harvie Red Summit 54B x Ellingson Ms. Proof E7052  
 CE BW WW YW ADG MCE Milk MWW \$API \$TI  
 7 4.4 98 153 .34 5 30 79 111 82  
 Adj. WW: 792 lbs.



H1003

Deer Valley Growth Fund x Ellingson Ms. Stubby C556  
 CE BW WW YW ADG MCE Milk MWW \$API \$TI  
 9 4.2 105 169 .40 6 22 74 123 90  
 Adj. WW: 822 lbs.



H1009

Rust Rio Grande 7022 ET x Ellingson CPTMorgn C5026  
 CE BW WW YW ADG MCE Milk MWW \$API \$TI  
 5 5.5 99 157 .37 -.6 22 71 108 81  
 Adj. WW: 813 lbs.

[www.ellingsonsimmentals.com](http://www.ellingsonsimmentals.com) or [www.simmental.org](http://www.simmental.org)

EPDs pulled 12.11.20



# Lazy C DIAMOND SIMMENTAL RANCH

**FEBRUARY 3RD, 2021 - 1PM CST**

**Selling: @ THE RANCH - KINTYRE, ND**

\* 70 yearling & 18 month old Red & Black Simmental/SimAngus™ Bulls

\* SELECT female & embryo lots

PRE-SALE VISITORS ARE ALWAYS WELCOME & RECEIVE \$100 OFF A BULL PURCHASE  
VOLUME DISCOUNTS & BEGINNING RANCHER DISCOUNTS

ALL BLACK BULLS ARE VERIFIED HOMO OR HETERO BLACK

LCDR 158H



Red - Homo Polled 3/4 SM  
9 Mile Matley x CDI Ms Trump 101Y

LCDR 214H



Black Pending - Homo Polled 3/4 SM  
EGL Firesteel x BCLR Miss Baldy E704

LCDR Impact 134F



Homo Black - Homo Polled PB  
LCDR Impact x CDI Ms Entrepreneur 13B



LCDR 154H

Featuring the first sons and daughters by  
LCDR Impact 134F, our \$130,000 high  
selling bull in 2019. Unbelievable  
performance, muscle and overall power,  
every one is the commercial man's kind.

LCDR 152H



Homo Black - Homo Polled PB  
LCDR Witness x WS Ms Sugar C4  
Pick of his ET sisters will also sell!

LCDR 177H



Homo Black - Homo Polled PB  
LCDR Impact x Lcdr Ms Evelyn 15E

LCDR 168H



Black Pending - Homo Polled 3/4 SM  
LCDR Impact x Lcdr Ms Chloe 55C

LCDR 157H



Homo Black - Homo Polled PB  
CDI Innovator x WS Ms Sugar C4

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**LAZY C DIAMOND RANCH**

CHRIS & JULIA NICHOLSON || 6235 23RD AVE SE || KINTYRE, ND 58549

CHRIS: 701-391-6904 || EMAIL: CNN2005@HOTMAIL.COM



"LazyCDiamondSimmRanch"

www.lazydiamondranch.com



# *HHS Miss 836Z*



**Watch for our online embryo sale  
Monday Jan 18, 2021 on  
SCOnlineSales.com  
Embryos by this proven donor will sell!**

## *LCDR Ms Holly 8H*



**Selling choice of the  
WS Ms Sugar C4 x Lcdr Witness daughters!  
Full sibs to Lcdr Favor!**

## *WS Ms Sugar C4*



**Selling sons,  
daughters and  
choice lots out of  
the tremendous  
producing C4  
donor!**

## *LCDR Ms Heather 38H*



Sired by EGL Firesteel

## *LCDR Ms Hero 44H*



Sired by EGL Firesteel

## *LCDR Ms Halo 39H*



Sired by EGL Firesteel

**Selling choice of the BCLR Miss Baldy E704 x EGL Firesteel daughters.  
Unbelievable combination of power, capacity and femininity!**

**Selling choice of the  
WS Ms Sugar C4 x EGL Firesteel daughters!  
Impressive set of ET sisters that combine all the  
best their dam/sire have to offer!**

## *LCDR Ms Hallie 36H*



Sired by Lcdr Impact

**Selling choice of the 38W daughters sired by  
LCDR Impact, Lcdr Favor, Lcdr Makin' Waves  
and EGL Firesteel!**

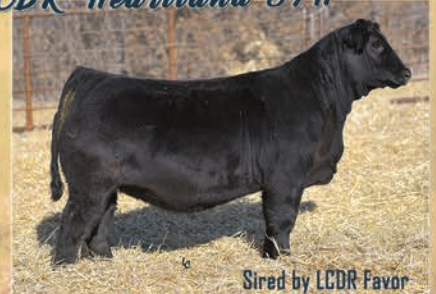
## *LCDR Ms Honor 97H*



Sired by Lcdr Impact

**Selling choice of the Lcdr Impact and Lcdr Favor daughters out of X200!  
A combination of true performance and carcass!**

## *LCDR Heartland 87H*



Sired by Lcdr Favor

**PRE-SALE VISITORS ARE ALWAYS WELCOME & RECEIVE \$100 OFF A BULL PURCHASE  
VOLUME DISCOUNTS & BEGINNING RANCHER DISCOUNTS || ALL BLACK BULLS ARE VERIFIED HOMO OR HETERO BLACK**



# 15TH ANNUAL SALE C Diamond Simmentals

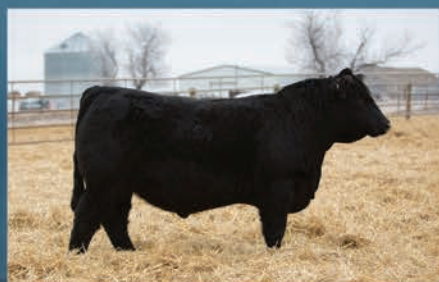
70 YEARLING BULLS – RED & BLACK & 8 OPEN HEIFERS

FEBRUARY 24, 2021

Visitors Receive  
\$100 credit

1PM CST C DIAMOND RANCH DAWSON ND

Volume Discounts  
Available



**CDI 275H** Homo Polled Homo Blk PB SM  
LCDR Impact 134F x CDI Ms 701T 13Z  
CE BW WW YW MCE MM MARB REA  
5 2.4 95 145 4 32 0.48 0.91  
ASA# 3801530 API 152 TI 96



**CDI 306H** Homo Polled Homo Blk PB SM  
LCDR Impact 134F x CDI Ms 701T 13Z  
CE BW WW YW MCE MM MARB REA  
12 1.7 87 133 7 32 0.62 0.83  
ASA# 3801593 API 169 TI 96



**CDI 280H** Homo Polled Homo Blk PB SM  
LCDR Impact 134F x CDI Miss Rlmrock 55E  
CE BW WW YW MCE MM MARB REA  
9 1.5 91 138 6 29 0.33 1.22  
ASA# 3801544 API 137 TI 91



**CDI 262H** Homo Polled Homo Blk 5/8 SM  
TJ Nitro 420F x CDI Ms Main Event 170F  
CE BW WW YW MCE MM MARB REA  
14 1.9 95 139 8 34 0.41 1.03  
ASA# 3801500 API 134 TI 92



**CDI 250H** Homo Polled Homo Blk PB SM  
LCDR Impact 134F x CDI Ms Top Grade 52A  
CE BW WW YW MCE MM MARB REA  
11 2.6 91 141 5 31 0.57 0.78  
ASA# 3801482 API 160 TI 96



**CDI 274H** Homo Polled Homo Blk 3/4 SM  
TJ Nitro 420F x CDI Ms High Roller 107B  
CE BW WW YW MCE MM MARB REA  
11 2.3 81 125 7 37 0.28 0.74  
ASA# 3801528 API 128 TI 80



**CDI 307H** Homo Polled Hetero Black PB SM  
CDI/LCDR Trailblazer 217E x CDI Ms Xpect 148B  
CE BW WW YW MCE MM MARB REA  
8 3.8 95 142 4 25 0.23 0.82  
ASA# 3801595 API 140 TI 87



**CDI 266H** Homo Polled Homo Blk Pending PB SM  
CDI Trustee 387F x CDI Miss Perspective  
CE BW WW YW MCE MM MARB REA  
8 2.4 91 139 5 27 0.19 1.12  
ASA# 3801511 API 135 TI 87



**CDI 348H** Homo Polled & Black Pending PB SM  
LCDR Witness 541C x CDI Ms Shear Force 23W  
CE BW WW YW MCE MM MARB REA  
5 4.8 97 145 3 28 0.13 1.10  
ASA# 3801669 API 131 TI 85



# C Diamond Simmentals



**CDI 347H** Homo Polled PB SM  
WS All Aboard B80 x CDI Ms Yesterday 29B

CE	BW	WW	YW	MCE	MM	MARB	REA
6	3.4	90	129	3	22	0.41	1.04
— ASA# 3801668 API 141 TI 89							



**CDI 351H** Homo Polled PB SM  
CDI Legendary 364D x CDI Ms Yesterday 29B

CE	BW	WW	YW	MCE	MM	MARB	REA
17	-2.8	78	114	9	29	0.26	1.1
— ASA# 3801672 API 139 TI 88							



**CDI 360H** Homo Polled PB SM  
Hooks' Xpectation 36X x CDI Ms Yesterday 29B

CE	BW	WW	YW	MCE	MM	MARB	REA
11	-0.3	84	123	6	30	0.39	1.11
— ASA# 3801689 API 154 TI 91							



**CDI 345H** Homo Polled PB SM  
LCDR/CDI Fierce 81E x CDI Ms Yesterday 29B

CE	BW	WW	YW	MCE	MM	MARB	REA
4	5.5	92	129	2	22	0.46	1.10
— ASA# 3801663 API 138 TI 88							



**CDI 311H** Homo Polled PB SM  
LCDR/CDI Fierce 81E x CDI Miss Yesterday 29B

CE	BW	WW	YW	MCE	MM	MARB	REA
5	2.7	100	147	2	22	0.40	1.08
— ASA# 3801601 API 147 TI 96							



**CDI 361H** Homo Polled PB SM  
LCDR/CDI Fierce 81E x CDI Miss Executive Order

CE	BW	WW	YW	MCE	MM	MARB	REA
5	3.3	98	143	2	20	0.36	0.96
— ASA# 3801692 API 137 TI 92							

## open heifers



**CDI 94H** Homo Polled Homo Black 5/8 SM  
EGL Firesteel 103F x CDI Ms Main Event 179F

CE	BW	WW	YW	MCE	MM	MARB	REA
12	1.5	94	143	5	30	0.42	0.90
— ASA# 3801688 API 141 TI 92							



**CDI 75H** Homo Polled PB SM  
LCDR/CDI Fierce 81E x CDI Miss Maverick 42D

CE	BW	WW	YW	MCE	MM	MARB	REA
2	6.3	91	134	1	23	0.50	1.01
— ASA# 3801644 API 133 TI 88							



**CDI 7H** Homo Polled Homo Black PB SM  
CDI Trustee 387F x CDI Ms Main Event 637D

CE	BW	WW	YW	MCE	MM	MARB	REA
13	-0.5	82	118	6	32	0.19	1.12
— ASA# 3801494 API 142 TI 86							



# TIME TO IMPLEMENT SINGLE TRAIT SELECTION

**Sometimes the obvious hides in plain sight. And it is obvious that our beloved bovine is often at the core of plain truths.**



*By Chip Kemp, Director, ASA & IGS Commercial and Industry Operations*

Meat, of which we are confident beef is the most appealing version, has clearly impacted the development of the human brain, physical well-being, psychological health, and the economic stability of various societies. You don't need to take my word for these things. Do your own home-

work. I'd encourage you to explore voices who operate in other arenas and may not be fully in philosophical alignment with us on every issue. But we can find commonality on this topic. Explore the works of anthropologist Dr. Leslie Aiello to consider the relationship between animal protein consumption and brain size and function. Or consider Dr. Drew Ramsey's article "Do Happy, Healthy Brains Need Meat?". Parts of this short essay will enrage you, but those can't take away from the fact that he still states with certainty that people need to consume meat. Or check out the meat consumption vs. Gross Domestic Product chart at our-worldindata.org. All confirm what you and I know. Beef is overwhelmingly a positive for individuals and societies.

Another example of the cow's influence on modern society is in a word we hear all too often today — "vaccine". The rise and fall of personalities, policies, parties, and people seem to hinge on this simple little word. Vaccine is derived from the Latin "vacca" or "vacci". Meaning cow. Vaccination translates roughly to "pertaining to the cow". All this derives from the work of Dr. Edward Jenner who, in the 18th century, used exposure to cowpox to provide immunity for smallpox.

Or maybe we should discuss the most plain of truths. You and I need the cow to be profitable. To generate more revenue than she costs to acquire, raise, and maintain. Again, this is obvious and in plain sight. But is it really?

---

**Efficient growth performance is crucial to a profitable beef complex. Cost effective feedlot gain is a major decider of a terminal animal's profitability.**

---

I can recall, as an undergrad, having a certain professor drive home the reality that was quite evident in the beef business in the early 90s. Single trait selection was dangerous. He could back this up with facts, charts, and

various glimpses of profit and loss within beef operations. He could drive this home with basic visual appraisal as we studied the physical implications of solely focusing on a leaner, larger animal. Or he could take us to a feedlot and listen to the "colorful" commentary by yard leadership and their local cattle buyer. This professor, you've probably heard of him — Dr. Jerry Lipsey, essentially had the full arsenal of tools to highlight to his students why this model of animal agriculture simply couldn't sustain itself. The long and short of it — it was not profitable.

You probably even remember ads from the day. I bet a printed pachyderm still resides in the memory bank of some. And yet . . .

We all know the story. Carcass weights have increased aggressively for many years. Packers have incentivized this progression as they continue to move the heavy weight and yield grade discounts to allow for this trend to garner higher and higher grading percentages. Neither good nor bad. Just an observation of what is.

As the genetics have been developed to allow for this shift, one would then assume with confidence we've also seen a significant uptick in weaning weights. But, ironically, that hasn't come to pass. Dr. Dave Lalman's work at Oklahoma State University has shown this time and again. We've seen essentially no measurable increase in industry-wide average weaning weights over the last three decades. Many have speculated this is a result of management and nutritional factors limiting on-ranch genetic expression.

Many believe that weaning weight and yearling weight EPDs are amongst the most important selection criteria for a bull buyer and hence, amongst the most important factors when identifying sale-day value of a bull. For those commercial customers retaining ownership on their terminal calves this would make perfect sense. If you sell at weaning, is it as clear cut? You need to generate a calf that has market appeal to the next owner. But cow size. But feed costs.

Some might make this same line of argument regarding the modern-day emphasis on marbling. Though, it should be said, it doesn't appear that the antagonisms (or negative impacts) associated with heavy selection pressure for marbling are very dramatic. Maybe not even negative at all. Certainly not as obvious as the antagonisms associated with heavy pressure for growth traits.

Regardless, many would state growth and marbling EPDs have been the most heavily selected for in recent years. And this clearly seems to be the case. So, have we devolved or reverted back to the 90s? Are we single trait selecting again? In some cases, likely so. As a commercial bull buyer what to do? Clearly, you need growth. And marbling. And cow longevity. And lower feed costs.

*(continued on page 44)*



# GENETIC ACCOUNTING

$$PROFIT = OUTPUT - INPUT$$

## Inputs

Economically Relevant Traits and their Estimated Progeny Differences Indicators



**COW INTAKE**  
EPD : MILK & MW



**REPLACEMENT RATE**  
EPD : STAY

## Inputs

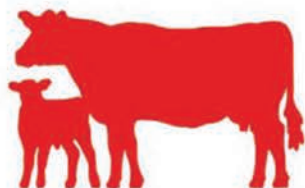
Economically Relevant Traits and their Estimated Progeny Differences Indicators



**FEED LOT INTAKE**  
EPD : ADG, REA, BF & MARB

## Inputs

Economically Relevant Traits and their Estimated Progeny Differences Indicators



**COW & CALF**



**FEEDLOT**



**ABATTOIRS**

## Outputs

Economically Relevant Traits and their Estimated Progeny Differences Indicators



**SURVIVAL RATE**  
EPD : CE & MCE



**WEANING WEIGHT**  
EPD : WW



**SALVAGE WEIGHT**  
EPD : MW

## Outputs

Economically Relevant Traits and their Estimated Progeny Differences Indicators



**AVERAGE DAILY GAIN**  
EPD : ADG



**CARCASS WEIGHT**  
EPD : CW



**QUALITY GRADE**  
EPD : MARB



**YIELD GRADE**  
EPD : YG

Abbreviations: ADG = Average Daily Gain, BF = Back fat, CE = Calving Ease, CW = Carcass Weight, EPD = Expected Progeny Differences, MARB = Marbling, MCE = Maternal Calving Ease, MW = Mature Weight, REA = Rib Eye Area, Stay = Stayability, WW = Weaning Weight, YG = Yield Grade.

*Genetic Accounting Graph (originally found in Genetic Accounting Article March of 2016 SimTalk)*



# GREAT LAKES beef connection

## 11<sup>th</sup> Annual Bull Sale March 13, 2021

### BREED LEADING GENETICS AT SENSIBLE PRICES



1/2 SM 1/2 AN TJ FRANCHISE 451D SON



5/8 SM 3/8 AN IR CAPITALIST E041 SON



PB SM TJ HEISMAN 388F SON



3/4 SM 1/4 AN IR CAPITALIST E041 SON



5/8 SM 3/8 AN TFS POWDER RIVER 8658F SON



1/2 SM 1/2 AN TJ DIPLOMAT 294D SON

### Attend our Open House

March 6, 2021 || 11:00 AM - 3:00 PM

#### Great Lakes Beef Connection:

John Miller, JC Simmentals 989-429-2834  
Andy Salinas, Salinas Farms 231-245-6750  
Brian Harris, Green Valley Farm 517-749-4117  
Steve Oman, SD Simmentals 989-429-3600



Marty Ropp  
406-581-7835  
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For more information, visit [www.jcsimmentals.com](http://www.jcsimmentals.com)

JC Simmentals Sale Facility, Clare, MI || 1:00 PM ET

EPDs current 12/18/2020.



*The genetics worth waiting for!*

# KELLER BROKEN HEART RANCH

**Thursday,  
March 4, 2021**  
1:00 p.m., At the Ranch, Mandan, ND  
**SELLING 180 HEAD**  
100 High-Performance Red & Black  
Simmental & SimAngus™ Bulls and 80 Red  
& Black Simmental & SimAngus™ Heifers



H055 - 3789442 - Purebred - Homo Polled/Black  
TJ HEISMAN 388F x WS MISS SUGAR C4  
CE 10 BW 0.8 WW 97 YW 149 MCE 7 M 33 MWW 81 API 168 TI 103



H060 - 3789447 - Purebred - Homo Polled/Black  
HOOK'S BEACON 56B x WS MISS SUGAR C4  
CE 15 BW -1.7 WW 94 YW 143 MCE 11 M 31 MWW 78 API 186 TI 108



H080 - 3789467 - Purebred - Homo Polled  
KBHR SNIPER E036 x KBHR F073  
CE 16 BW -1.2 WW 86 YW 129 MCE 10 M 26 MWW 69 API 156 TI 92



H167 - 3789554 - Purebred - Homo Polled  
IR IMPERIAL D948 x KBHR C078  
CE 15 BW -1.1 WW 76 YW 114 MCE 8 M 29 MWW 67 API 163 TI 90



H071 - 3789458 - Purebred - Homo Polled/Black  
HHS MR 847D x WS MISS SUGAR C4  
CE 11 BW 1.4 WW 101 YW 157 MCE 7 M 31 MWW 82 API 176 TI 106



H124 - 3789511 - Purebred - Homo Polled  
TRPH RRR NIGHTFORCE B30 x WS MISS SUGAR C4  
CE 14 BW -0.9 WW 86 YW 128 MCE 8 M 28 MWW 71 API 182 TI 105

Dwight, Susan & Jake Keller — Luke & Katy Keller — Tessa & Thomas Osterbauer

701-471-5215 Dwight • 701-471-1142 Luke • 701-471-5065 Jake • 701-445-7350 Home

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epds 12/21/20

**ALLIED**  
GENETIC RESOURCES

**DVAuction**



# TIME TO IMPLEMENT SINGLE TRAIT SELECTION

(continued from page 41)

The answer lies in plain sight. You need a tool that can appropriately balance the various revenue streams and expense centers within your business. If such a tool existed, it would allow you to appropriately allocate your selection pressure for terminal merit AND cow longevity. It would allow you to avoid sacrificing all growth, as some would suggest, to get the ultimately low input cow (and the resulting calf that offers very little to the industry at large). Again, such a tool would be less about maximizing one trait while hemorrhaging cash to cover up the deficiencies in another. And believe it or not, this tool would actually single trait select for the only metric worthy of single trait selection – **PROFIT**.

These tools do exist. And fortunately, they are readily available. You know them as **INDEXES**. And they appear all the rage. And as a result, can be confusing if one isn't careful. Every week it appears a new index gets crafted to appease another segment of the industry. It seems the more indexes there are the more folks can find a way to rationalize what they are already doing and avoid considering the tough questions that might require change. I like simple. The older I get the more I realize the importance of simple, thoughtful, well-crafted tools. They do what they are meant to do. No glamour, fancy powerpoints, or falling glitter. No fast talk or wordy definitions. They just work.

As I see it, two tools address almost every approach in the business. You either 1) buy your replacement females or 2) make your replacements. If you do the first, then you are buying maternal merit and hence you can focus your breeding decisions to bring as much terminal merit to the table as possible. In this case you need the **Terminal Index (\$TI)** which focuses on the genetics that are profitable in the feedyard and on the chain, while still accounting for the appropriate on-farm economically relevant traits. If you are making your replacements, you have a more sensitive dance. With AI and sexed semen, this conversation can get a bit more complex. But, the long and the short of it is you need an all-around, all-purpose genetic package. The **All Purpose Index (\$API)** provides the clearer path to pursuing profit.

One strategy that works for some is to use \$API or \$TI as an initial gate cut. Know how your potential bull targets fall in the index that best aligns with your management approach and operational style. Then, emphasize those particular EPDs and physical traits that are of great importance at this time within your herd. Keep profit at the forefront of your decision process and it will help you find the plain and obvious truth — that maybe there is a place for single trait selection when appropriately applied.

**ST**

## Dikeman & Huninghake Sale

March 13, 2021 ~ 1:00 pm  
Kansas Bull Development ~ Wamego, KS

25 Simmental and SimAngus™ yearling bulls  
Cowboy Cut, GAR Sunbeam, and Hook's Beacon sires

Huninghakes selling 30 Angus and Red Angus bulls

19H SimAng  
By GAR Sunbeam  
3745407



24H 3/4 SimAng  
by Cowboy Cut  
3745428



34H PB  
by Hooks Beacon  
3745416

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# Hofmann Simmental Farms

## BUY YOUR WAY Bull Sale

(No. 12)

at the farm, Clay Center, Kansas  
**FEBRUARY 27 - MARCH 6, 2021**

ONLINE BIDDING THROUGH MARCH 4, LIVE CLOSEOUT MARCH 6

*Selling*

**55 SIMMENTAL & SIMANGUS™ BULLS**  
 SPRING & FALL | BLACK & NON-DILUTE RED

*Private Treaty | Limited Auction*  
*Buy Your Way!*

CONVENIENT, LOW PRESSURE, FAIR, TRANSPARENT | BUYERS DETERMINE THE SALE ORDER  
 VISIT OUR WEBSITE TO LEARN MORE ABOUT OUR UNIQUE SALE FORMAT  
 AND ASK ABOUT OUR EARLY BID DISCOUNTS!



**133G**

IR Imperial x ER Big Sky  
 Sept '19 Purebred Simmental  
 • Non-dilute Red • Homo Polled



**142G**

Hooks Xpection x HSF Majority  
 Sept '19 Purebred Simmental  
 • Non-dilute Red • Homo Polled



**G5D**

WS All Aboard x HSF Miss Sky 87U  
 Dec '19 Purebred Simmental ET  
 • Non-dilute Red • Homo Polled



**G60**

G G Grade & Yield x Ellingson Legacy  
 Aug '19 1/2 SM 1/2 AN ET  
 • Homo Black • Homo Polled  
 Four full brothers sell



**G131**

Hooks Xpection x Beef Maker  
 Dec '19 Purebred Simmental ET  
 • Hetero Black • Homo Polled



**18H**

Hooks Xpection x H H Perfect Timing  
 Feb '20 5/8 SM 1/4 HP 1/8 AN  
 • Hetero Black • Homo Polled results pending

*Sires represented include:*

Simmental - 29Z, All Aboard, Xpection, Outcross, Imperial,  
 Proclamation, Wide Range, Yellowstone, Red Moon  
 Red Angus - Pacesetter, Redemption Angus - Grade & Yield, Bismarck, Flat Top  
 Half of the bulls are black and half of the bulls are non-dilute red



**2H**

WS Proclamation x KCF Bennett Absolute  
 Jan '20 1/2 SM 1/2 AN  
 • Homo Black • Homo Polled

**HOFMAN N**  
*Simmental*

**F A R M S**

*Rodney & Kim Hofmann*  
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# POWER & GROWTH

## Calving Ease

Maternal & Carcass Traits

Annual Production Sale

# Feb. 20, 2021

At the Ranch, Turtle Lake



672H

Full Brother to Last Year's High Seller! 5 Full Brothers Sell!  
Admiral X Final Answer • 1/2 SM

CE	WW	YW	MCE	MM	API	TI
9	86	129	7	20	141	85



157H

Imperial X Shear Force • PB SM • Homo Polled

CE	WW	YW	MCE	MM	API	TI
19	59	86	11	11	166	80



612H

TT Elite X Red Iron • 3/4 SM • Homo Polled

CE	WW	YW	MCE	MM	API	TI
10	76	112	7	28	138	76

Selling  
**45**

Red & Black Simmental &  
SimInfluenced Yearling Bulls

20 Open Females &  
**THE ELITE EIGHT**

4 Elite Breds • 4 Elite Opens



7032

Iconic X Main Event • 1/2 SM  
Homo Polled • Homo Black

CE	WW	YW	MCE	MM	API	TI
13	101	155	6	24	156	100

EPD's as of 12/7/2020



688H

Proclamation X Eight Ball • PB SM  
Homo Polled • Homo Black

CE	WW	YW	MCE	MM	API	TI
12	92	136	8	33	146	92



Tim & Tam Clark • Ranch: (701) 448-2815

Tim Cell: (701) 799-7752 • Tam Cell: (701) 315-0032

[www.DoubleTSimmentals.com](http://www.DoubleTSimmentals.com)

Stop by anytime to see the cattle! ~ Turtle Lake, ND



# Black Simmental & SimAngus™



## 33rd Annual Production Sale

Selling 53 Yearling Bulls

# KOEPLIN'S BLACK SIMMENTALS

Tuesday, February 2, 2021

2:00pm CT • Kist Livestock • Mandan, ND



**906H**  
¾ SM ¼ AN

MRL Discovery 21A x Connealy Right Answer 746

BD: 2-7-20 BW: 97 WW: 872

CE	BW	WW	YW	MCE	Milk	MWW	API	TI
11.9	0.8	80.6	132	9.4	21.7	62.0	121	75



**526H**  
Purebred

CCR Cowboy Cut 5048Z x Olf Odin U5

BD: 2-17-20 BW: 98 WW: 884

CE	BW	WW	YW	MCE	Milk	MWW	API	TI
11.5	2.3	89.0	131	8.2	28.2	72.6	143	85



**505H**  
Purebred

TJ Cowboy Up 529B x Triple C Bettis S72J

BD: 2-7-20 BW: 96 WW: 846

CE	BW	WW	YW	MCE	Milk	MWW	API	TI
10.9	2.5	84.8	123	6.8	23.9	66.2	145	83



**958H**  
¾ SM ¼ AN

MRL Discovery 21A x Connealy Right Answer 746

BD: 2-28-20 BW: 92 WW: 784

CE	BW	WW	YW	MCE	Milk	MWW	API	TI
9.8	1.8	75.0	123	7.2	18.9	56.3	114	70



**415H**  
Purebred

W/C Executive Order 8543B x GW-WBF Substance 820Y

BD: 2-13-20 BW: 64 WW: 782

CE	BW	WW	YW	MCE	Milk	MWW	API	TI
11.2	0.5	85.9	133	6.1	22.4	62.3	135	86



**720H**  
Purebred

RFG/K-LER Elevation 727E x Hooks Shear Force 38K

BD: 2-16-20 BW: 97 WW: 800

CE	BW	WW	YW	MCE	Milk	MWW	API	TI
10.7	1.7	70.2	102	5.5	29.0	64.1	137	74

Planned Mating EPDs

Terry & Marci Koeplin

7035 80<sup>th</sup> St SW • Elgin, ND 58533

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koeplinranch@hotmail.com

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Broadcasting Real-Time Auctions



100% FLECKVIEH FULLBLOOD SIMMENTAL

# Looking for *Fleckvieh* in *Red*, that's shocking enough to turn one's head?



## | RUGGED R BELLAGIO 5057C |

ASA: 3139778

- Homozygous Polled, Dilution Free
- Heavy muscled
- Sired sale topping progeny in Canada
- Semen available from: Rugged R Cattle Co.

## | LOGLAND ARROW L03E |

ASA: 3244050

- Polled, Dilution Free
- Extreme length of body
- Tremendous maternal strength and performance
- Semen available from: Logland Farms



## | RUGGED R CAVILL |

ASA: 3501640

- Polled, Dilution Free
- Proven heifer-proof calving ease
- Perfection structurally
- Semen available from: 100X Ranch, LLC

For semen,  
contact the owners:

### RUGGED R CATTLE CO.

Tony and Rebecca Roberts - Wisner, LA  
Phone: (318) 267-6626  
Email: rdraneroberts@yahoo.com

### LOGLAND FARMS

Lance Smith and Family - Roland, OK  
Ph: (479) 414-9944  
Email: lsmith@firstar-bank.com

### 100X RANCH, LLC

Jamie Guttormson - Velva, ND  
Ph: (701) 833-8509  
Email: Guttormj@outlook.com



# Brink Simmentals

Fullblood Fleckvieh Cattle, Embryos, and Semen Available

**SALE DATE**  
**MARCH 4,**  
**2021**

## EXPLOSIVE PERFORMANCE AND PROFIT

**SELLING:** 50 Horned and Polled Bulls  
Ten Open Yearling Heifers • 10 Bred Cows  
ALL are Diluter Free!



**Progeny Data:** Jack & Tim Zimmer, Missouri producers reported 143 more pounds per head at weaning/sale age

### ALL BULLS SOLD BY PHONE AUCTION

Call us to request a catalog by mail. Performance and ultrasound DATA available on all bulls. Pictures, videos and Online catalog available beginning in February on our website: [BrinkGenetics.com](http://BrinkGenetics.com)

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Preston - 563-880-2075 • [prestonbrink@gmail.com](mailto:prestonbrink@gmail.com)



# Doll Simmental Ranch

Raising Simmental since 1968, Charolais since 1958. We would like to thank our new and returning customers.



## DCR Mr Hawkins H37

**ASA# 3780881**

BD: 2.6.2020 • BW: 84 lbs.  
Adj. 205 WT: 901 lbs. WWR: 109  
Sire: Hook's Black Hawk 50B  
Dam: DCR Ms. Beacon F1

BW	WW	YW	Milk
-.3	97	145	26
MWW	\$API	\$TI	
75	165	100	



## DCR Mr High Mountain H43

**ASA# 3781032**

BD: 2.6.2020 • BW: 96 lbs.  
Adj. 205 WT: 870 lbs. WWR: 105  
Sire: Springcreek Denali 21E  
Dam: DCR Ms. B/Gameface A404

BW	WW	YW	Milk
3.2	80	120	35
MWW	\$API	\$TI	
75	118	74	



## DCR Mr Hard Impact H69

**ASA# 3780825**

BD: 2.10.2020 • BW: 80 lbs.  
Adj. 205 WT: 867 lbs. WWR: 105  
Sire: KRJ HZN Direct Impact F805  
Dam: DCR Ms. B Wideload F536

BW	WW	YW	Milk
.5	86	131	28
MWW	\$API	\$TI	
71	140	85	



## DCR Mr Heavy Hitter H142

**ASA# 3780830**

BBD: 2.18.2020 • BW: 84 lbs.  
Adj. 205 WT: 852 lbs. WWR: 103  
Sire: KRJ HZN Direct Impact F805  
Dam: DCR Ms. Powergrid F500 ET

BW	WW	YW	Milk
-.3	83	128	25
MWW	\$API	\$TI	
67	155	89	



## DCR Mr Home Run H256

**ASA# 3780876**

BD: 3.4.2020 • BW: 90 lbs.  
Adj. 205 WT: 938 lbs. WWR: 114  
Sire: RFS Force F35  
Dam: DCR Ms Sherrif F64

BW	WW	YW	Milk
.5	88	131	32
MWW	\$API	\$TI	
76	133	84	



## DCR Mr High Attraction H271 TW

**ASA# 3781034**

BD: 3.6.2020 • BW: 82 lbs.  
Adj. 205 WT: 839 lbs. WWR: TW  
Sire: DCR Mr Main Attraction E18  
Dam: DCR Ms. B/tanker A299

BW	WW	YW	Milk
2.7	80	122	32
MWW	\$API	\$TI	
72	119	76	



## DCR Mr Huckleberry H410

**ASA# 3780973**

BD: 3.14.2020 • BW: 100 lbs.  
Adj. 205 WT: 873 lbs. WWR: 105  
Sire: RFS Bulletproof B42  
Dam: DCR Ms. Redgie C428

BW	WW	YW	Milk
4.5	90	141	37
MWW	\$API	\$TI	
82	128	80	



## DCR Mr Highbid H507

**ASA# 3781056**

BD: 3.29.2020 • BW: 105 lbs.  
Adj. 205 WT: 980 lbs. WWR: 118  
Sire: CDI Xpected Revival 281F  
Dam: DCR Ms. Make Caesar Y20

BW	WW	YW	Milk
4.3	97	148	33
MWW	\$API	\$TI	
81	131	87	

41st Annual  
Production Sale  
**Tuesday,  
March 2, 2021**  
1:30 p.m. CST  
Kist Livestock, Mandan, ND

*Selling Top-Genetics  
for Both Breeds!*

65 Spring Simmental Bulls  
average 205 WT of 820 lbs.

100 Spring Charolais Bulls  
average 205 WT of 815 lbs.

5 Open Simmental Heifers

5 Open Charolais Heifers

*Other Sires:*

WSM Wide Load 303B  
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DCR Mr Explorer E341  
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Boundry Motley 77F  
IR Imperial D948  
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EPDs as of 12.7.2020



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**BULLS OF THE BIG SKY**  
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# Prioritizing The Cow Herd

By Nevil Speer, Ph.D., MBA



By the time this column hits the mailbox, 2020 will be in the rearview mirror. This past year was especially challenging for the beef industry. That's because COVID-19 represented the second punch of a one-two combination (the first being the fire at Tyson's Holcomb plant in August 2019).

Cattlemen are well aware of the debate (and rancor) that's arisen from those two black swan events. There's renewed discussion about the general structure of the business — especially as it relates to weekly negotiations between feeders and packers. That back-and-forth, though, really isn't new (e.g. I published a white paper on the influence of captive supplies nearly 20 years ago); it's an ongoing topic that flares up from time-to-time largely depending on the general condition of the market.

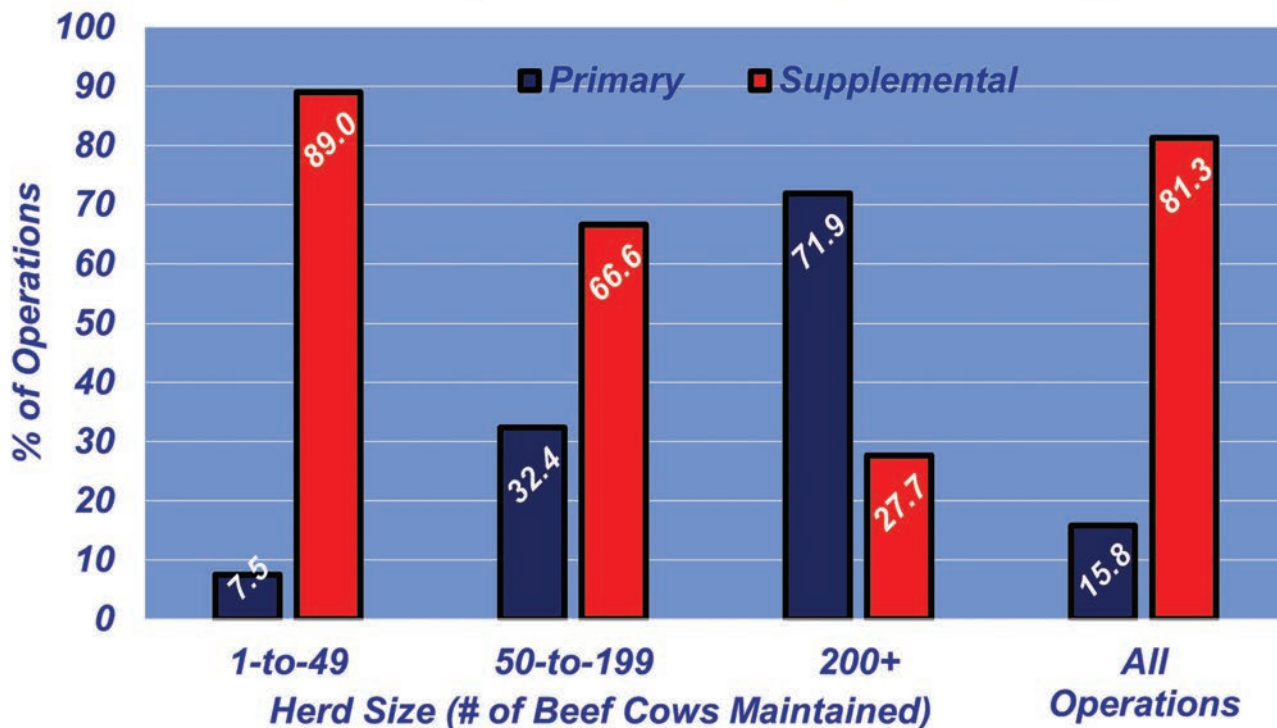
Amidst the controversy, sometimes we forget to look at the other end of the business and focus on the start of the industry. That is, what's occurring within the cow/calf sector in terms of priorities? And within that focus, where might there be some opportunities to gain traction going forward?

Let's first start with USDA's 2017 Ag Census. Final tabulation resulted in roughly 729,000 beef cow operations running approximately 31.7 M cows. No surprise, the bulk of those operations (96%) manage less than 200 cows. However, more critical is the relative distribution of cow numbers. Those operations with 200-or-more cows (4%) manage nearly 38% of the nation's beef cow inventory (12.1 M head). As a side note, that breakout is roughly in line with both the '07 and '12 Ag Census data.

Now we'll turn our attention to another USDA survey just released this past May: Beef 2017. The effort conducted by the National Animal Health Monitoring System (NAHMS — a division of USDA's Animal and Plant Health Inspection Service). The data provides a comprehensive overview of management practices within the cow/calf sector.

CONTINUED ON PAGE 56

## Income Derived From Cow-Calf Operation: Primary vs. Supplemental Source Categorized by Herd Size Adapted from Beef 2017 (USDA:NAHMS)



Income contribution (either primary or supplemental) to cow-calf enterprises with varying herd sizes. Beef cows are neither the primary focus nor the core competency for most operations.



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Sire: MFSR RED RANGER 027F • PB SM  
Reg #: 3776277 • 205 Wt: 796

CE	BW	WW	YW	MCE	Milk	MWW	API	TI
8.9	2.5	85.2	129.5	5.6	28.3	70.9	126.3	79.7



Sire: MFSR RED RANGER 027F • 3/4 SM 1/4 AN  
Reg #: 3776302 • 205 Wt: 765

CE	BW	WW	YW	MCE	Milk	MWW	API	TI
14.3	0.1	83.4	130.2	10.9	20	61.7	140.7	82.8



Sire: MFSR RED RANGER 027F • PB SM  
Reg #: 3776307 • 205 Wt: 828

CE	BW	WW	YW	MCE	Milk	MWW	API	TI
7.3	3.8	98.1	149.3	0.7	24.3	73.3	131.4	87.9



Sire: BB BRIGADE 8018 • 1/2 SM 1/2 AR  
Reg #: 3823641 • 205 Wt: 788

CE	BW	WW	YW	MCE	Milk	MWW	API	TI
9.2	0.4	90.9	144.3	6.8	27.6	70.8	141	87.8



Sire: MFSR RED RANGER 027F • PB SM  
Reg #: 3823652 • 205 Wt: 779

CE	BW	WW	YW	MCE	Milk	MWW	API	TI
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Sire: SYS FRONTIER • 5/8 SM 3/8 AN  
Reg #: 3776165 • 205 Wt: 803



Sire: KS LEXUS E74 • 3/4 SM 1/4 AN  
Reg #: 3823532 • 205 Wt: 773

CE	BW	WW	YW	MCE	Milk	MWW	API	TI
6.3	4.7	92.4	144.3	6.6	25.5	71.7	120.8	77.4

CE	BW	WW	YW	MCE	Milk	MWW	API	TI
8	3.6	100.7	150.3	5.6	30.9	81.2	121.2	85.1

CE	BW	WW	YW	MCE	Milk	MWW	API	TI
6.9	3.6	85.7	134.8	3.5	25.7	66.9	124.9	77.1



Sire: KRJ HZN DIRECT IMPACT F805 • PB SM  
Reg #: 3823564 • 205 Wt: 776



Sire: SYS FRONTIER • 1/2 SM 1/2 AN  
Reg #: 3776175 • 205 Wt: 774

CE	BW	WW	YW	MCE	Milk	MWW	API	TI
11.3	1.6	97.9	150.9	7	22.9	70.3	152.3	93

CE	BW	WW	YW	MCE	Milk	MWW	API	TI
9.8	2.7	92.2	143.4	4.1	31.6	77.6	117.7	80.5



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# Prioritizing The Cow Herd

CONTINUED FROM PAGE 52

Most significant here is the breakout around income derived from the cow/calf operations — categorized across herd size. Not surprisingly, most herds with less-than-50 head generally don't consider the operation as being a source of primary income. But skip across to herds with 200-or-more cows, it's still only 72% of operations reporting cows as deriving primary income to the business.

Finally, let's connect the data sets to get a broader perspective of beef cow operations in the US Herds with 200+ cows manage 38% of the nation's beef cows ('17 Ag Census) — but only 72% of those operations consider the cows a primary source of income to the business (Beef 2017). That means just 1-in-4 beef cows are the main income enterprise; 3-in-4 are secondary income generators to the business (or household). Stated another way, beef cows are neither the primary focus nor the core competency for most operations.

It's important to recognize income doesn't equal profit. But designated emphasis on income (primary versus supplemental) does indirectly reflect prioritization of cow management. Therein lies the key to this discussion. That said, there's a wide array of tools available for producers to facilitate better decision making —

regardless of whether or not the cow herd represents a primary source of income.

And coming full circle, while back-to-back black swan events may be unprecedented, there's always uncertainty baked into the beef business. Consider that during the past 20 years beef producers have endured BSE, ethanol, the financial crisis, drought, and ever-changing consumer demands.

Ultimately, those operations that have been proactive (regardless of size and/or income category) about prioritizing objective, long-term decisions are far better positioned to navigate — and even take advantage of — uncertainty. With that in mind, the new year represents an opportune time to assess the how-and-why of decision making within the operation and, if necessary, hit the reset button.

**About the Author:** *Nevil Speer is based in Bowling Green, KY. and serves as director of industry relations for Where Food Comes From (WFCF). The views and opinions expressed herein do not necessarily reflect those of WFCF or its shareholders. He can be reached at [nspeer@wherefoodcomesfrom.com](mailto:nspeer@wherefoodcomesfrom.com).*

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 STAV RED WAVE 105F



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3/4 SM 1/4 AN  
API: 150 TI: 93



### TSN RED MOON H802

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PB SM  
API: 131 TI: 90



### TSN Franchise H733

T J Franchise x TSN Miss Frontier  
1/2 SM 1/2 AN  
API: 140 TI: 90



### TSN EAGLE H823

Hook's Eagle x TSN Miss Sure Fire  
5/8 SM 3/8 AN  
API: 169 TI: 98



### TSN EAGLE H837

Hook's Eagle x TSN Miss Frontier  
3/4 SM 1/4 AN  
API: 147 TI: 93



### TSN BIG TIMBER H818

Koch Big Timber x TSN Miss Sure Fire  
3/4 SM 1/4 AN  
API: 140 TI: 92



### TSN BEACON H854

Hook's Beacon x TSN Miss Frontier  
3/4 SM 1/4 AN  
API: 151 TI: 89



# KLINE

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H22

WLB BLOOD RUNNER 461F x RENDEZVOUS LOCOMOTIVE 80B  
 ASA#: 3813828 • BD: 2/27/2020 • 3/4 SM 1/4 CS

Act. BW	EPDS	CED	BW	WW	YW	MCE
99	5.3	5.5	90.8	134.9	3	
Adj. 205	MILK	MWW	MARB	REA	API	TI
898	27.6	73.5	0.01	0.95	112.6	77.8



H72

WLB BLOOD RUNNER 3011C 461F x KUNTZ SHERIFF 8A  
 ASA#: 3813837 • BD: 3/14/2020 • PB SM

Act. BW	EPDS	CED	BW	WW	YW	MCE
93	8.9	2.5	80.2	124.3	3.6	
Adj. 205	MILK	MWW	MARB	REA	API	TI
798	25.7	68.4	-0.14	0.84	115.3	71.9



H44

WLB BLOOD RUNNER 3011C 461F x IPU ROYAL FLUSH 4C  
 ASA#: 3813838 • BD: 3/5/2020 • 3/4 SM 1/4 CS

Act. BW	EPDS	CED	BW	WW	YW	MCE
104	5.3	5	81.7	122.9	2.7	
Adj. 205	MILK	MWW	MARB	REA	API	TI
796	22.5	74	0.03	0.9	116.1	72.9



H31

MRL RED WHISKEY 101B x HOOK'S YUKON 80Y  
 ASA#: 3813803 • BD: 2/29/2020 • PB SM

Act. BW	EPDS	CED	BW	WW	YW	MCE
96	7.5	4.4	93.1	127.6	7.8	
Adj. 205	MILK	MWW	MARB	REA	API	TI
814	23	68.5	0.03	0.96	116.3	80.3



H46

MRL RED WHISKEY 101B x OLF RED PATRIARCH W124  
 ASA#: 3813812 • BD: 3/6/2020 • PB SM

Act. BW	EPDS	CED	BW	WW	YW	MCE
89	7.3	3.1	85.6	123.3	6.6	
Adj. 205	MILK	MWW	MARB	REA	API	TI
780	25.5	68.4	0.06	0.86	122.2	78.7



H21

MR SR REDWOOD D1139 x MRL RED WHISKEY 101B  
 ASA#: 3813827 • BD: 2/26/2020 • 3/4 SM 1/4 AR

Act. BW	EPDS	CED	BW	WW	YW	MCE
79	12	0.9	76.8	116	8.4	
Adj. 205	MILK	MWW	MARB	REA	API	TI
705	26.5	66.5	0.21	0.82	119.8	75.8



H101

IPU ROYAL FLUSH 4C x KBHR POWERSHIFT T150  
 ASA#: 3813809 • BD: 3/21/2020 • PB SM

Act. BW	EPDS	CED	BW	WW	YW	MCE
101	4.2	5.9	87.4	128.5	3.7	
Adj. 205	MILK	MWW	MARB	REA	API	TI
840	22.2	63.5	0	0.8	108.2	73.7



H74

IPU ROYAL FLUSH 4C x CDI KING RED 216Y  
 ASA#: 3813802 • BD: 3/14/2020 • PB SM

Act. BW	EPDS	CED	BW	WW	YW	MCE
82	7.9	3.2	84.3	127.8	3.8	
Adj. 205	MILK	MWW	MARB	REA	API	TI
770	21.1	63.5	0.04	0.96	125.2	77



G901

W/C LOCK DOWN 206Z x KLSR RED NATION C545  
 ASA#: 3647875 • BD: 2/14/2019 • 3/4 SM 1/4 AN  
 G901 is AI safe to IR Imperial D948 • Due Feb 20

Planned Mating EPDS	CED	BW	WW	YW	MCE	
	14.3	-1.1	73.4	110.9	8.4	
MILK	STAY	MARB	REA	API	TI	
	26.3	17.6	0.47	0.76	161.8	87.9

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**H40**

TJ TEARDROP 783F x TNT TOP CUT P274  
ASA#: 3813821 • BD: 3/2/2020 • PB SM

Act. BW	EPDS	CED	BW	WW	YW	MCE
94		11.1	2.7	95.3	144.4	7.2
Adj. 205	MILK	MWW	MARB	REA	API	TI
787	31.7	78.7	-0.09	0.95	135.6	82.7



**H20**

TJ TEARDROP 783F x TNT TUITION U238  
ASA#: 3813825 • BD: 2/26/2020 • 3/4 SM 1/4 AN

Act. BW	EPDS	CED	BW	WW	YW	MCE
90		14.2	-0.2	80.9	125.2	7.1
Adj. 205	MILK	MWW	MARB	REA	API	TI
760	33.4	75.1	0.17	0.88	135.6	79.5



**H98**

DCR MR MAIN ATTRACTION E18 x HARVIE  
JDFWALLBANGER111X  
ASA#: 3813832 • BD: 3/20/2020 • PB SM

Act. BW	EPDS	CED	BW	WW	YW	MCE
89		5.4	3.6	82.4	127.7	1.9
Adj. 205	MILK	MWW	MARB	REA	API	TI
765	27.9	69	-0.18	0.91	106.9	70.5



**H76**

DCR MR MAIN ATTRACTION E18 x TNT TANKER U263  
ASA#: 3813811 • BD: 3/15/2020 • PB SM

Act. BW	EPDS	CED	BW	WW	YW	MCE
98		3.9	4.6	82.6	122.5	3.5
Adj. 205	MILK	MWW	MARB	REA	API	TI
770	29.2	69.8	0	1.02	115.5	73.8



**H56**

LFE THE RIDDLER 323B x BAS HEAVY DUTY  
ASA#: 3813796 • BD: 3/8/2020 • PB SM

Act. BW	EPDS	CED	BW	WW	YW	MCE
95		6	4.1	97.7	156.5	4.9
Adj. 205	MILK	MWW	MARB	REA	API	TI
863	22.2	68.8	0.16	0.79	132.5	87



**H60**

WLB MANITOBA 52Z 435B x HOOKS YELLOWSTONE 97Y  
ASA#: 3813820 • BD: 3/10/2020 • PB SM

Act. BW	EPDS	CED	BW	WW	YW	MCE
98		6.5	4.2	93.1	133.3	4.1
Adj. 205	MILK	MWW	MARB	REA	API	TI
810	17.5	62.5	0.05	0.9	118.3	80



**H163**

WLB MANITOBA 52Z 435B x H A IMAGE MAKER 0415  
ASA#: 3813806 • BD: 4/19/2020 • 3/4 SM 1/4 AN

Act. BW	EPDS	CED	BW	WW	YW	MCE
88		8	2.7	89.4	126.7	4.2
Adj. 205	MILK	MWW	MARB	REA	API	TI
836	16.5	59.5	0	0.79	114.1	73.8



**H29**

KLSR SPEED DEMON E708 x KLSR GAME CHANGER Z32  
ASA#: 3813835 • BD: 2/29/2020 • 3/4 SM 1/4 AN

Act. BW	EPDS	CED	BW	WW	YW	MCE
85		9.8	2.4	83.9	134.4	6.4
Adj. 205	MILK	MWW	MARB	REA	API	TI
751	25.1	67.3	0.15	0.71	125.1	76.4



**G913**

W/C LOCK DOWN 206Z x LFE THE RIDDLER 323B  
ASA#: 3647893 • BD: 2/20/2019 • 3/4 SM 1/4 AN

G913 is safe to KLSR Speed Demon E708 • Due April 26

Planned Mating EPDS	CED	BW	WW	YW	MCE	
	12.1	0.4	86.7	142.85	7.5	
MILK	STAY	MARB	REA	API	TI	
	23.4	13.75	0.37	0.7	138.8	86

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# Survey Says!

## Current State Farm and Ranch Estate and Succession Planning



*By Cari Rincker, Esq. of Rincker Law, PLLC*

**W**hen looking for farm and ranch estate and succession planning solutions with increasingly challenging farm family dynamics, it's prudent to first look at the data. Rincker Law, PLLC performed a survey sent via email and posted via social media geared for agriculture producers. This two part series discusses the data from that survey and delves into what this might be on the state of farm and ranch estate and succession planning.





## Demographics

**Role in Industry.** Results from 58 survey takers were collected via Survey Monkey from July 27 to October 27, 2020. Participants were 46.55% farmer landowners while 1.72% was a tenant farmer. 17.24% identified as both a landlord and tenant farmer. Noted by survey takers, 18.97% were farmers with an off-farm job, a familiar scenario in the Rincker farm family. Four participants stated they were agri-business owners while two noted they were an agriculture employee. Remaining 5.17% of survey takers marked “other” for this identifying question.

**Age.** No questions were sought regarding sex or ethnicity. Interestingly, 46.55% of the survey takers were from 35 to 44, which may be the time period when farm and estate planning becomes of interest for farm and ranch heirs. Few survey takers were less than 35 (with 6.9% between ages 25-34 and one survey taker between ages 18-24). The second largest demographic of the survey takers were between the ages of 45 and 54 (25.86%), again highlighting the interest in this topic as they reach the age that their parents may soon not be able to farm. About 10% were between 55 to 64 with the remaining five survey takers were 65 years of age or older.

**Marriage.** Nearly 85% of survey takers said they were married with 15% answered that they were not married. No questions were asked about the numbers of marriages, deaths of spouses or cohabitation with unmarried persons.

**Children.** Over one-third (i.e., over 36%) of survey takers said they had two children with approximately 19% noted they had one child. Approximately the same number of participants had three children or no children with 15.52% and 17.24%, respectively. Four participants had four children; two survey takers had five children; the remaining one participant had six or more children.

**Geographic Area.** All participants were in the United States. The majority were from Illinois but survey takers were from coast to coast including New York to California and states in between such as Nebraska, Wyoming, Indiana, Oklahoma, Kansas, Colorado, South Dakota, Nevada, Michigan, Texas, New Mexico, Arizona, New Jersey and Virginia.

## Estate Planning

### The Basics

As a preliminary matter, there is overlap among the concepts of estate planning, succession planning and business planning. They are each separate ideas with overlap affecting the global picture. Estate planning consists of the legal documents that typically affect a person upon death or incapacity. Succession planning is the game plan on how the family business will pass from one

generation to the next. Business planning usually includes a business entity such as a limited liability corporation, corporation, limited partnership, general partnership, etc. Each complements the other two and work together for the estate and succession planning puzzle, unique for each farm and ranch family. This article focuses on estate planning while the subsequent article focuses on business planning and succession planning.

Surprisingly, only 56.14% of the survey takers noted that they had an estate plan. This is bothersome because a higher percentage of participants had a Last Will and Testament; thus, those additional persons either did it themselves, which may or may not be legally enforceable, or they have fired their estate planning lawyer and no longer have a relationship with this person. Fourteen percent of survey takers found their lawyer locally while an equal number of participants (also 25% of the total) found their estate planning lawyer from someone they know personally.

### The Documents

On a positive note, 72.7% of survey takers had a Last Will and Testament. No questions were asked about how old the Will was or the last time it was revisited. It is positive that nearly three-fourths of the industry has at least some type of Will in place. On the other hand, 27.59% of the survey takers had no Last Will and Testament. This was surprising since only 85% of the survey takers were less than 34 years of age. This is a simple first step that every adult should have in place, even if they have no children and are unmarried. Without a Last Will and Testament, then the court decides how to allocate the estate under the rules of intestacy in that particular state. Executing a Last Will and Testament is a simple process that allows the decedent to decide how his/her state will pass.

Disappointingly, only 50% of survey takers had a Power of Attorney for Property. Without this, a family member may have to pursue a guardianship costing thousands of dollars in legal expenses if a family member is incapacitated. Drafting a Power of Attorney is a simple legal document that likely costs hundreds of dollars. Powers of Attorneys can also be used while the principal has capacity or for a limited purpose, such as a real estate closing or communications with the Internal Revenue Service.

Not surprisingly, only 27.9% of participants had a trust. This is underutilized in agriculture. Trusts can be an extremely beneficial estate planning tool for farm families because if the trust is funded properly, the farm or ranch can avoid probate. Avoiding probate protects privacy and can reduce legal fees upon death. Another advantage is that the transfer takes place instantaneously vs. waiting for nearly a year or more for probate to be completed. This can be particularly useful to farms that participate in federal farm programs. Nearly all farms or ranches can benefit from a revocable living trust, depending on size.

CONTINUED ON PAGE 72



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2012 Across-Breed EPD Table, GPE Rep. 22, MARC, USDA  
\* Major Continental Breeds — Simmental, Gelbvieh, Limousin, Charolais

Trait	Simmental Rank vs. Major Continental Breeds*	Angus/Red Angus Rank vs. Major British Breeds
Marbling Score	First	Second
Carcass Weight	First	First
# Retail Product	Second	First
Weight Gain Feed Efficiency	First	Second
Weaning Weight	Second	First
Post Weaning Gain	Second	Second
Shear Force	First	First

"Crossbred steers with a **50:50 ratio of Continental European to British breed** inheritance are likely to produce a more **optimum** balance between carcass **quality grade** and **yield grade** than crossbred or straightbred steers that represent either 100% British breed, or 100% Continental European breeding."

— MARC GPE Progress Report No. 22, USDA

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HOOK'S CRYSTAL 1C

\$API 146  
\$TI 93

ASA# 3013438  
GW-WBF SUBSTANCE 820Y x TRIPLE C INVASION R47K  
**HOMO BLACK HOMO POLLED 3/4 SM 1/4 AN**  
*Due 2/23/2021 to CLRS Guardian 317G.*  
Donor dam of Hook's Eagle 6E. She sells.



HOOK'S GLORIA 7G

\$API 165  
\$TI 91

ASA# 3563758  
HOOK'S BEACON 56B x CCR GRAVITY 9064A  
**HOMO BLACK HOMO POLLED PB SM**  
*Due 3/11/21 to Hook's Galant 58G.*



CLRS HEAVENLY 001H

\$API 173  
\$TI 95

ASA# 3709051  
CCR BOULDER 1339A x TJ DIPLOMAT 294D  
**HOMO BLACK HOMO POLLED 5/8 SM 3/8 AN**  
*Sells open.*



CLRS HARVARD 6056H

\$API 157  
\$TI 89

ASA# 3709329  
IR IMPERIAL D948 x WS PRIME TIME B6  
**RED HOMO POLLED PB SM**



HA HERO 009H

\$API 167  
\$TI 98

ASA# 3754907  
HOOK'S BEACON 56B x BALDRIDGE BRONC  
**HETERO BLACK HOMO POLLED 3/4 SM 1/4 AN**



HOOK'S HERCULES 209H

\$API 173  
\$TI 88

ASA# 3715245  
IR IMPERIAL D948 x WS PRIME TIME B6  
**RED HOMO POLLED PB SM**



HOOK'S GALAXY 54G

\$API 150  
\$TI 82

ASA# 3563711  
TJ DARKHORSE 452C x HOOKS SHEAR FORCE 38K  
**HETERO BLACK HOMO POLLED 3/4 SM 1/4 AN**  
*Due 3/13/21 to Hook's Beacon 56B.*



HOOK'S GOLDEN GLOW 24G

\$API 149  
\$TI 85

ASA# 3563741  
H2R PROFITBUILDER B403 x WS PRIME TIME B6  
**RED HOMO POLLED 1/2 SM 1/2 AR**  
*Due 3/24/21 to WS All Aboard B80.*



CLRS HOLLYWOOD 0105H

\$API 151  
\$TI 92

ASA# 3709150  
HOOK'S BLACK HAWK 50B x HOOK'S BROADWAY 11B  
**HOMO BLACK HOMO POLLED PB SM**  
*Sells open.*



CLRS HIGH POINT 7382H

\$API 167  
\$TI 96

ASA# 3709364  
WS PROCLAMATION E202 x K M J RUBICON C16  
**HOMO BLACK HOMO POLLED PB SM**



CLRS HONORABLE 509H

\$API 164  
\$TI 96

ASA# 3709241  
IR CAPITALIST E041 x HOOK'S YELLOWSTONE 97Y  
**HOMO BLACK HOMO POLLED 3/4 SM 1/4 AN**



HOOK'S HALLMARK 24H

\$API 171  
\$TI 97

ASA# 3715215  
IR IMPERIAL D948 x GW PREDESTINED 701T  
**HETERO BLACK HOMO POLLED PB SM**



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TECS HUNDRED PERCENT 8H

\$API 184  
\$TI 97

ASA# 3699495

HOOK'S BEACON 56B x MCM TOP GRADE 018X  
HOMO BLACK HOMO POLLED PB SM



CLRS HAWKEYE 8086H

\$API 182  
\$TI 93

ASA# 3709371

HOOK'S BLACK HAWK 50B x CLRS DIVIDEND 405D  
HOMO BLACK HOMO POLLED PB SM



HOOK'S HEADLINE 203H

\$API 168  
\$TI 91

ASA# 3715210

HOOK'S FRONTLINE 40F x GW-WBF SUBSTANCE 820Y  
HOMO BLACK HOMO POLLED PB SM



CLRS HOMELAND 327H

\$API 189  
\$TI 102

ASA# 3709222

REDHILL 672X X004 231A x MCM TOP GRADE 018X  
HOMO BLACK HOMO POLLED 5/8 SM 3/8 AN



HOOK'S HAMILTON 304H

\$API 180  
\$TI 101

ASA# 3715179

WS PROCLAMATION E202 x HOOK'S BEACON 56B  
HOMO BLACK HOMO POLLED PB SM



CLRS HARDROCK 1049H

\$API 180  
\$TI 93

ASA# 3709311

HOOK'S BEACON 56B x HOOKS TITUS 31T  
HOMO BLACK HOMO POLLED PB SM

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There are two major types of trust — revocable and irrevocable. When asking the 16 survey takers who had trusts, eleven of them have a revocable trust while four had an irrevocable trust. Irrevocable trusts can be helpful to farm families concerned about Medicaid planning. Three survey takers were unsure, which goes to the education that estate planning lawyers are sometimes not providing to their clients.

## Life Insurance

It is easy to forget that life insurance is part of the estate planning puzzle. Nearly 90% of participants noted that they had life insurance; however, when asked whether they had ample life insurance to cover the farm, agri-business and personal debt, only 67.39% said they did. More education in agriculture is needed to better inform farmers and ranchers on how life insurance can be used in the larger estate planning picture.

Life insurance is not income taxable, but it is estate taxable. No questions in this survey were asked about this concept but many people are not aware of this nuance.

## Priorities

The interesting part of estate and succession planning is that it should be tailored and modified in accordance with changing goals. Iowa ag lawyer Pat Dillon uses an analogy of someone juggling different goals; at any one time, only one goal is the highest priority. When asking the survey takers their #1 priority for their estate plan, survey taker had a myriad of responses:

- “Make sure it goes to the right people” or “Transfer of assets to beneficiaries”
- “Avoid tax”
- “Family to remain united”
- “Successfully transfer farm over”
- “Avoid probate”
- “Estate to provide comfort and security”
- “Transfer of land and wealth” or “. . . pass on our legacy of our business”
- “Provide for my minor children” or “proper place for kids to go”
- “Be able to leave a viable business”
- “Keep the family speaking when this is all over”
- “Clear direction for the treatment of assets before death or incapacitation”
- “Wishes be carried out in the manner we desire”
- “To have repeat customers” or “breed marketable herds”

- “Ease of transition” or “easy transfer of ownership”
- “Pass [the estate] to the next generation [at] no cost”
- “Preserve family farm and business” or “keep the farm intact” So the “next generation can keep farming”
- “Happy kids” or “keep it all together if the kids want it”
- “Open communications”
- “Enjoying my own money”
- “Son with a disability and [I] want to set up a special needs trust”

The goals noted here were as diverse as the survey takers and the respective estate plans that would be best for their individual family. There are no cookie-cutter farm estate plans as they should be geared towards the changing goals of the family and modified accordingly over time.

## Fears

There are undoubtedly roadblocks to a multi-generational farm family from getting a solid estate plan in place. When asking participants about their biggest fear when doing estate plans, survey takers noted the following answers:

- “To make sure it is done right”
- “Trying to make everyone happy without someone feeling like they got screwed.”
- “Other family feels entitled and having to pay them off.”
- “That our father will never fully retire until he dies and will not have things in order.”
- Fear that I will “miss something” or “forget something”
- “Cost” or “expensive and won’t adequately protect my family”
- “Future in-laws not grasping the whole picture”
- “Time and focus needed to be thorough and include partners’ differing views”
- “That I will mess it up and it will be a nightmare for my son. My ex-husband recently went through a nightmare with his siblings when his mother passed.”
- “Arguing [and] fighting with my siblings”
- “Losing or damaging family relationships”
- “Older family members do not want to talk about unpleasant end life decisions”
- “You have to keep reviewing it to keep fresh and see if changes are needed” or “Keep up to date with changing laws”



- “There is always the potential for confrontation of a child not getting what they think is fair. Fair is not always [equal] and vice versa.”
- “Taxes – still think we did it wrong”
- “As one of two kids to the first generation who built this business, I worry that the sibling not interested in the farm will feel empty-handed for inheritance”
- “Arguments between family members” or “misunderstandings”
- “Losing everything our family has worked for – for generations. Being taxed to death that will cause financial damage”
- “No one will cooperate”
- “It is sad that no one from our next generation is interested.”
- “Making decisions now and possibly needing to make changes later.”

To help avoid anxiety of getting it done perfectly the first time around, Rincker Law, PLLC recommends to clients to get a simple estate plan in place immediately and perfect it over time. For example, perhaps step one is a simple Last Will and Testament, Powers of Attorney for Health and Property, and a Burial Directive. Then step two is forming a limited liability company for the land ownership. Step three is later forming a second limited liability company for the farm operating company and then creating a landlord-tenant relationship between the two entities. Step four, when funds allow, may be establishing a revocable living trust and pour over will. Then the estate will be tweaked over time as the farming enterprise has changing goals.

To placate fears on costs, there is an estate plan at every price point. The problem is when clients wish to have a champagne on a beer budget. It is also easy for some in agriculture to be “penny wise and a pound foolish” when it comes to legal services. It is paramount to find an estate planning attorney that understands the unique dynamics of your farm family and agribusiness. An estate and succession plan should be something that every farm and ranch family should budget and plan for; as stated earlier, it can be done in steps to aid in affordability.

When asking participants their ideal budget for doing a farm/ ranch estate plan, approximately 30% answered “no clue how much is a reasonable budget.” Agriculture lawyers need to be more transparent on pricing with the food and agriculture industry so it is not a mystery and scary for those considering an estate plan. About 20% stated that \$1K to \$2k was a reasonable budget whereas 20% stated \$2K to 4K. 12.5% noted \$4K to \$6K. Two and three survey takers marked \$6K to \$8K or \$8K or

more, respectively. The remaining four participants said \$1k or less. The important point here is that there is an estate plan to fit within each of these budgets; it may not be perfect to fulfill the needs of the farm or ranch but it is also not permanent, leaving room for later adjustments. Regarding the fear of changing laws, some estate planning attorneys offer subscription services or send periodic updates to clients informing them of changes in the law (such as estate tax). This is also why it is recommended that folks visit with their estate planning attorney every few years to revisit their plan.

## Revisiting the Plan

Approximately 30% of survey takers noted that they had revised their estate plan twice. 20.69% of survey takers had only revised their estate plan once with 10.34% revisiting three times. Only four out of 57 participants admitted to revisiting their estate plan 5+ times. Rincker Law, PLLC recommends to clients to review their estate plan every three to five years, or when there is a major life event (e.g., death, divorce, marriage, birth of child). Estate plans are work in progress. Farm and ranch families should have a “starter plan” that is customized, tweaked and improved over time.

Part of reviewing an estate plan is reviewing beneficiary designations. Rincker Law, PLLC recommends to clients to review beneficiary designations every two to three years, or whenever there is a major life event (e.g., death, divorce, marriage, child born). It was surprising to see that over 40% of participants have reviewed these designations within the last year. This is higher than expected; part of the uptick may be due to the COVID-19 pandemic, forcing people to double check their beneficiary designations or it may be due to effective education in this area. 21.05% checked these designations within two years while 26.32% checked these designations more than 2 years ago. For those people, no additional data was collected on the length of time since they last reviewed their beneficiary designations. On a positive note, only two survey takers (out of 57) “didn’t know what I was talking about” but nearly 9% never once reviewed this.

## Summary

The next article will delve into the roadblocks the survey takers cited for estate planning and why those roadblocks should not deter farm and ranch families from taking action. It will also discuss the interplay with business planning, succession planning and nuptial agreements.

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[WWW.WILKINSONFARMSSIMMENTALS.COM](http://WWW.WILKINSONFARMSSIMMENTALS.COM)

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## SELLING

65 Red & Black Simmental Bulls  
• 10 Bred Heifers • Pick of 2020 Born Heifers

### 23RD ANNUAL PRODUCTION SALE

# WEDNESDAY FEBRUARY 10TH, 2021 - 1PM

## SALE LOCATION >>> CB SALE FACILITY 4 miles south of our ranch on 76th Ave, SE.

API: 151 TI: 102 // ASA #: 3764913



WS 4H :: WS Proclamation E202 x TJ Main Event  
EPDs: CE: 12 BW: 2.2 WW: 106 YW: 159 MCE: 7 Milk: 31.9  
MMW: 85 CW: 61.8 YG: -.36 Marb: .41 BF: -.07 REA: 1.23

API: 168 TI: 94 // ASA #: 3764845



WS 79H :: Hook's Empire X CDI Verdict  
EPDs: CE: 13 BW: -.02 WW: 81 YW: 125 MCE: 7 Milk: 26  
MWW: 67 CW: 36.3 YG: -.36 Marb: .57 BF: -.06 REA: .97

API: 147 TI: 93 // ASA #: 3764803



WS 12H :: WS Proclamation E202 X TJ Main Event  
EPDs: CE: 12 BW: -.07 WW: 94 YW: 136 MCE: 6 Milk: 33  
MWW: 80 CW: 49.3 YG: -.32 Marb: .39 BF: -.06 REA: 1.02

API: 173 TI: 98 // ASA #: 3764897



WS 7H :: TRPH RRR Nightforce X CCR Abilene  
EPDs: CE: 13 BW: -.01 WW: 81 YW: 119 MCE: 7 Milk: 25  
MWW: 66 CW: 33.3 YG: -.036 Marb: .77 BF: -.06 REA: .98

API: 172 TI: 99 // ASA #: 3764719



WS 11H :: Hook's Full Figures X CCR Abilene  
EPDs: CE: 16 BW: -.40 WW: 82 YW: 129 MCE: 11 Milk: 30  
MWW: 71 CW: 42.2 YG: -.35 Marb: .54 BF: -.06 REA: 1.05

API: 161 TI: 98 // ASA #: 3764912



WS 8H :: Hook's Empire x CCR Abilene  
EPDs: CE: 10 BW: 2.6 WW: 92 YW: 142 MCE: 6 Milk: 27  
MWW: 73 CW: 50.3 YG: -.36 Marb: .62 BF: -.07 REA: 1.10

API: 169 TI: 90 // ASA #: 3764935



WS 100H :: KRJ HZN Direct Impact x CDI Verdict  
CE: 19 BW: -3.1 WW: 74 YW: 109 MCE: 11 Milk: 30  
MWW: 67 CW: 33.2 YG: -.42 Marb: .41 BF: -.07 REA: 1.09

API: 138 TI: 90 // ASA #: 3588103



WS G61 :: WS All Aboard B80 X Hook's Xpection  
EPDs: CE: 12 BW: -.03 WW: 86 YW: 126 MCE: 7 Milk: 27  
MWW: 27 CW: 34.2 YG: -.55 Marb: .27 BF: -.12 REA: 1.23

BRED TO WS FIREWALL 90F



**WS MISS SUGAR C4**

WS Miss Sugar was selected the last time we sold Pick of our Replacement Heifers.



## Wilkinson Farms Simmentals

Terry & Cathy Schlenker Family • Montpelier, ND 58472  
Aaron: 701-269-8271 • Terry: 701-320-2171  
Jared: 701-659-0318 • Jordan: 701-320-1895

## ALLIED

GENETIC RESOURCES  
Marty Ropp - 406-581-7835  
[www.alliedgeneticresources.com](http://www.alliedgeneticresources.com)

This sale will be broadcast live on the internet.  
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# BATA BROTHERS & BELL SIMMENTAL'S

## Performance Simmental Bull and Female Sale

FEBRUARY 12TH, 2021 @ 1:00PM CST

Sale Location: Rugby Livestock Auction, Hwy 2 Rugby, ND



**Selling:** 70 Purebred Simmental Yearling Bulls  
~ 12 - 2yr. old Simmental / SimAngus™ Bulls ~ 11 Bred Heifers



**BBS H95**

3.8 5.3 92.7 137.8 0.28 4.4 25.5 71.8  
SPRINGCREEK GRAND SLAM X MLC MR. JUSTICE  
PB - HOMO POLLED, HOMO BLACK - BW 96 ADJ. WW 869 API 120.2 TI 77.8



**BELL H73**

6.3 4.1 85.2 127.8 0.27 4.4 25.4 68  
HART OF WAR X BELL MISS SPRINGCREEK  
ASA # (3809061) BW 103 ADJ. WW 818 API 119.1 TI 77.0



**BBS H2**

4.0 4.8 91.7 145 0.33 3.4 21 67  
BBS LOAD'M UP D202 X LFE EXPLORER 388C  
PB - HOMO POLLED, NON-DILUTER  
ET ADJ. WW 796 API 102.5 TI 74.6



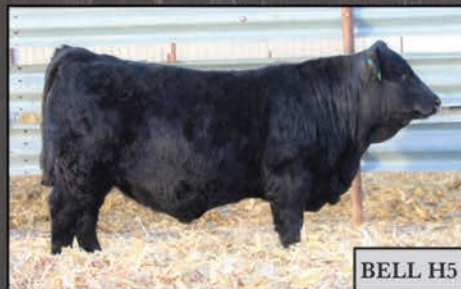
**BBS H81**

13.5 -0.5 88 132 0.27 8.6 34 77  
DKSR PROWLER F106 X LFE THE RIDDLER 323B  
PB - HOMO POLLED, HOMO BLACK  
BW 73 ADJ. WW 820 API 142.3 TI 87.3



**BBS H1**

4.3 4.1 95.5 146 0.32 2.5 27 75  
BBS LOAD'M UP D202 X WFL WESTCOTT 24C  
PB - HOMO POLLED, NON-DILUTER-ET  
ADJ. WW 761 API 104.0 TI 80.1



**BELL H5**

17 -2 77.3 120.6 0.27 11.4 23 62  
COLORADO BRIDLE BIT X BELL MISS RIDDLER  
ASA # (3809078) BW 81 ADJ. WW 702 API 146.2 TI 85.1



**BELL H37**

6.3 4.4 79 132 0.33 3.1 26.5 65.7  
BBS MEATBALL X BBS MISS JUSTICE  
ASA # (3809030) BW 112 ADJ. WW 710 API 128.1 TI 80.8



**BELL H62**

11.5 -1 73.6 114 0.25 7 26.6 63  
KWA RIDDLER X BELL MISS TRUEJUSTICE  
ASA # (3809046) BW 81 ADJ. WW 691 API 140.6 TI 80.8



Joe 701-331-0344

Mark 701-331-3055

jp бата@polarcomm.com

6322 Highway 35 Adams, ND 58210

BataBrothersSimmentals

### Reference Sires

Hart of War	BBS Load'M Up D202
KWA Riddler	BBS Triple Play E228
Integrate	SVS Brooks 834F
MRL Bomber	WS Proclamation
Colorado Bridle Bit	LFE The Riddler
MRL Missile	Springcreek Grand Slam
MRL Northwestern	DKSR Prowler F104
Harvie Red Summit	BDV True Grit 11X
LRX Wallstreet	MRL Elmo 6E
BBS Meatball	

EPD's as of 12/8/2020; CE, BW, WW, YW, ADG, MCE, MILK, MWW

Auctioneer: Joe Goggins

SALE DAY PHONE  
701-776-6393

Travis Bell  
12787 Cty. Rd 19A  
Fordville, ND 58231  
701-360-1597

Tbell@polarcomm.com  
bellsedgewoodranch



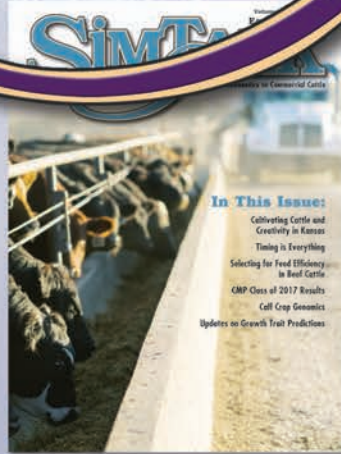
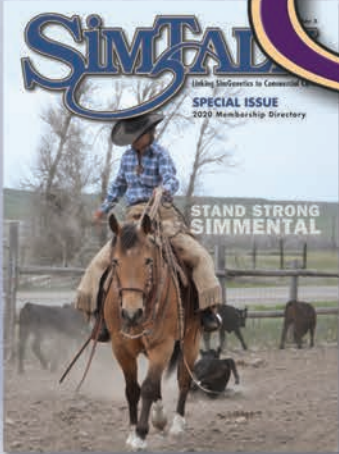
"BBS"  
The Mark of  
Quality





# SIMTALK

Linking SimGenetics to Commercial Cattle



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I am a member of the American Simmental Association  Yes  No

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We do the science, you make the profit.



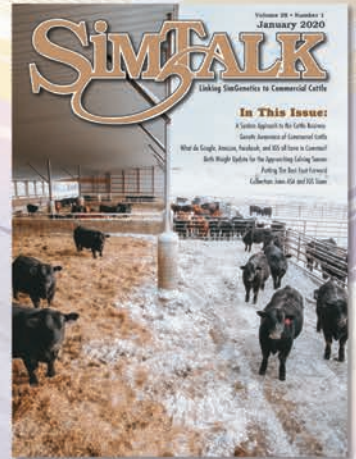
# SIMTALK

Linking SimGenetics to Commercial Cattle

Published four times annually with a special edition Breeder Directory, *SimTalk* is a glossy, full-color publication with a circulation of 40,000+ targeting commercial users of SimGenetics. Advertising in *SimTalk* provides a unique opportunity to brand and trademark your program to thousands of potential customers. If you are serious about communicating with the commercial beef business, consider an advertising presence in every one of our four annual issues.

## ASA Publication's *SimTalk* Production Schedule Deadlines

	Sales Close	Ad Materials	Camera Ready	Mail Date
March 2021	Jan 20	Jan 30	Feb 10	Mar 2
Breeder Directory 2021	May 3	May 10	May 24	June 15
Early Fall 2021	July 23	July 30	Aug 12	Aug 30
Late Fall 2021	Sept 21	Sept 24	Oct 8	Oct 25
January 2022	Dec 3	Dec 10	Dec 17	Jan 12



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# SIMTALK

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Hatmaker

G030 - PB

W/C Executive Order X SS/PRS High Voltage  
Homo Polled | Red  
EPDs 16 -1.8 83 120 7 22 63 API 124 TI 83



# THE CLEAR CHOICE bull sale

**SATURDAY, MARCH 27, 2021**

**1:00 PM EST • MILAN, IN**

*Selling 60 Simmental & SimAngus® Bulls  
20 Simmental & SimInfluenced Pairs & Bred Females*



H4A - PB

CDI Innovator X WS Ms. Sugar C4  
Homo Black | Homo Polled  
EPDs 13 0.5 101 151 7 29 80 API 173 TI 104



H61 - PB

WS Proclamation X Mr. CCF Vision X Sheza Bonnie  
Homo Black | Homo Polled  
EPDs 13 -0.2 88 129 6 27 71 API 140 TI 90



G417 - PB

CCR Dream Better X HF Serena X In Dew Time  
Polled | Black  
EPDs 8 3.6 74 106 3 22 59 API 121 TI 73



H5105Y - 3/4

Geff County O X SAV Bismarck X CLRWTR Joys Shades  
Homo Polled | Black  
EPDs 10 0.9 74 118 6 23 61 API 112 TI 67



H364C - PB

Geff County O X RGRS Two Step X Blackbird  
Homo Polled  
EPDs 9 2.5 75 113 5 20 58 API 120 TI 72



G510D - 3/4

HILB Oracle X BC Lookout X JF Ebony's Joy 5105R  
Homo Black | Homo Polled  
EPDs 11 2.4 82 118 6 21 61 API 107 TI 71

12/18/20 EPDs CE BW IWW YW MCE Milk MWW API TI



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Sale facility has hard surface parking and is handicap accessible.



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**International Genetic Solutions** works across breeds to provide more accurate head-to-head comparisons and maximum profitability.

IGS incorporates generations of data and the world's largest multi-breed database to enable more powerful breeding decisions than ever before.

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Plan to attend Western Choice Sale, the following events, or contact Montana Simmental Association members to see what they have to offer you!

## MSA Members Bull and Private Treaty Sales

Date	Ranch/Sale	City	Phone
January 15, 2021	Diamond Bar S	Great Falls	406-467-3303
February 1, 2021	Gateway Simmental Breeding Value Bull Sale	Lewistown	406-538-9695
February 3, 2021	Begger's Diamond V Ranch Genetic Source Bull Sale	Wibaux	406-796-2326
February 6, 2021	Prickly Pear Simmental Ranch and Rocking W Heart Bull Sale	Helena	406-949-1754
February 9, 2021	Edge of the West	Mandan	701-453-3105
February 11, 2020	Lassle Ranch Simmental – Annual Bull Sale	Glendive	406-486-5584
February 15, 2021	Bulls of the Big Sky Bull Sale	Billings	208-267-2668
March 2, 2021	Hill's Ranch Production Sale	Stanford	406-566-2479
March 6, 2021	Trinity Farms Generations of Excellence Sale	Ellensburg, WA	509-968-4800
April 3, 2021	X/L Ranch	Powell, WY	231-878-1908
April 12, 2021	Nelson Livestock Co. Production Sale	Wibaux	406-588-3371
TBD	Emmons Ranch	Olive	406-436-2277
TBD	Nelson Simmental and SimAngus™ Bull Sale	Glasgow	406-228-2024
Private Treaty	Rocking L 4 Ranch	Bonnors Ferry, ID	208-691-6656
Private Treaty	Walking 5	Broadview	406-667-2251
Private Treaty	3 JM Simmental	Payette, ID	208-731-6646
Private Treaty	Black Summit Cattle	Powell, WY	307-899-3553
Private Treaty	Little Bitterroot Ranch	Hot Springs	406-741-2523
Private Treaty	3H Simmental	Plains	406-826-3765
Private Treaty	Wichman Ranch Feeder Calves	Moore	406-350-0127
Private Treaty	Maloney Angus & Simmental	Turner	406-654-7115
Private Treaty	Sunny Slope Ranch	Fairfield	406-590-7984
Private Treaty	Koch Cattle	Roberts	406-860-0659
Private Treaty	Shane and Kate Koch	Molt	406-580-7458
Private Treaty	Wang Ranch	Baker	406-778-3672
Private Treaty	99 Bar Cattle Co.	Alzada	605-101-1280
Private Treaty	AOK Ranch	Havre	406-945-8222
December 4, 2021	Western Choice Simmental Sale	Billings	208-267-2668



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# Schooley Cattle

Your source for elite outcross performance bulls!  
 "Bred by Cattlemen for Cattlemen"

## Schooley Cattle 5th Annual Production Sale

February 5, 2021 – 6:30 PM  
 Bloomfield Livestock Market, Bloomfield Iowa

**Selling 65 Simmental,  
 SimAngus™, Angus bulls.**

All bulls will be genomic tested. We will have many 1/2 Bloods, 3/4 Bloods and Purebred bulls selling with elite EPDs!

**Selling 33 bred Heifers**  
 AI'd to Crawford Guarantee,  
 OMF Epic, EGL Firesteel.

**Sires include:** OMF Epic, LCDR Favor, EGL Firesteel, BCLR Cash Flow, LLSF Pays to Believe, LRS Iconic.

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**E25H** Purebred Simmental

ASA# 3758687  
 Sire: LCDR Favor



**029H** Purebred Simmental

ASA# (3752632)  
 Sire: LCDR Favor



**420H** Purebred Simmental

ASA# (32752816)  
 Sire: LLSF Pays to Believe



**210H** Purebred Simmental

ASA# (3752667)  
 Sire: OMF Epic



**927G** Purebred Simmental

ASA# (3585017)  
 Sire: OMF Epic  
 Bred to Crawford Guarantee 9137 –  
 due 2/18/2021



**995G** Purebred Simmental

ASA# (3649345)  
 Sire: LLSF Pays to Believe  
 Bred to EGL Firesteel –  
 due 2/17/2021



**416H** 3/4 Simmental

ASA# (3752726)  
 Sire: EGL Firesteel



**1461H** Purebred Simmental

ASA# (3752676)  
 Sire: BCLR Cash Flow

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# Building Blocks of Commercial Genetic Awareness



by Lane Giess, Director of Commercial and Nontraditional Data Programs

The commercial programs offered by the American Simmental Association (ASA) are an effort to provide genetic tools to the largest sector of the beef industry— the cattle operations. These efforts are supported through multiple ASA programs and the world’s most comprehensive beef genetic database. The three pillars to ASA Commercial Programs are the: **Total Herd Enrollment — Commercial option (THE-CM)**, **Cow Herd DNA Roundup (CHR)**, and the **IGS Feeder Profit Calculator™ (FPC)**. These programs allow commercial producers to maximize the genetic awareness surrounding their program and to make better management and selection decisions.

Each of these programs are designed to offer assistance at three key management moments in commercial operations; **Breeding, Heifer Selection, and Weaning**. This article will briefly dive into how each program functions.

## Total Herd Enrollment — Commercial

The THE-CM is the foundation to these programs and allows participants to fully capitalize on the true genetic awareness of their cow herd. This is a whole-herd reporting program that helps isolate the known genetic potential of every female owned. The industry’s best metric for understanding genetic merit on individual animals is through an expected progeny difference (EPD). Simply put, an EPD describes the difference in production value for a given trait compared to other cattle. These are all calculated through pedigree relationships and performance records — and genomics if desired. Selection indexes take that one step further by combining multiple economically relevant EPDs along with industry costs and thresholds into a prediction model. Seedstock breeders undoubtedly use EPDs and selection indexes to make mating decisions. Why shouldn’t commercial producers have the same technology?

Follow this link to learn more about THE-CM: [www.simmental.org/commercial](http://www.simmental.org/commercial)



## Cow Herd DNA Roundup

The CHR is an opportunity to push the accelerator on female genetic awareness. Every cattleman knows which cow is his best producer, but do they know right away which replacement heifer will fill that role? The field of genomics allows us to gain a better understanding of a young heifer's genetic potential even before she starts producing. This technology uses known regions on the bovine genome that impact specific economically relevant traits. For example, longevity in cattle is known once they've been in production for almost a generation, but producers would hope to know that information before they invested time and money in replacements. Through genomics, we can use known genetic markers to give an indication of whether a female may last in the herd longer (or shorter) than others. The CHR will provide years of information before you have to invest years of time.

Follow this link to learn more about CHR:  
[www.simmental.org/chr](http://www.simmental.org/chr)

## IGS Feeder Profit Calculator™

While the other two programs are focused around the cow herd, the FPC is centered around where commercial producers make ends meet. They've invested a lot of time and money into not only their cow herd, but also their bull battery because they know the role genetics play in the end product. They've also invested in their management protocols to ensure the feeder calves they raise will stay healthy and perform in the feedlot. These investments help producers stay profitable and build a more valuable feeder calf, but are their buyers aware of their commitment? The FPC is a third-party view of the profit potential on a calf crop through the understanding of genetics, health, and management. Buyers want low-risk, high-potential calves with earning potential. Producers want to highlight that their calves fit potential buyer's needs. As opposed to traditional marketing slogans and empty statements let's provide true awareness. **We can Know or Guess. Choose Know.**

Follow this link to learn more about the FPC:  
[www.internationalgeneticsolutions.com](http://www.internationalgeneticsolutions.com)

**ST**



Clint Berry

"The FPC is a simple and easy tool that commercial cattlemen can utilize to differentiate their cattle in the marketplace. Works in breeding programs using various breeds and has no cost to the producer."

[beef@internationalgeneticsolutions.com](mailto:beef@internationalgeneticsolutions.com)





# Are you a Progressive Commercial Producer?

Do you use AI, single sire pastures, parent verification?

Do you select replacement heifers?

Do you want genetic predictions on all your females regardless of breed composition?

If the answer is **Yes!** Step into the future and become part of the world's largest genetic evaluation system.



**Jack Southworth**  
Southworth Bros. Inc.  
Seneca, OR

"We like being in ASA's Total Herd Enrollment (THE) option because of the genetic resources and tools that are available to us at a reasonable price point. As seedstock and commercial producers we've always used serious records, but now we're just at a higher level. Combining THE record keeping and ASA's other unique programs has simply provided us a better way to measure how our herd stacks up and to make better mating and heifer selection decisions."



**John A. Grande**  
Grande Ranch Co.  
Martinsdale, MT

"ASA's Total Herd Enrollment has provided a valuable tool for improvement of our herd. Probably the largest single benefit has been developing EPDs and indexes on all our females, which has tremendously improved our replacement heifer selection. Making our carcass data easier to report and utilize is a significant benefit as well."

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# COOL Additions!

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\$API: 208  
STI: 108

### CLRS Guardian 317G

Hook's Beacon 56B x CLRS Always Xcellent  
ASA# 3563436 • Homo Black • Homo Polled  
Guardian was the \$85,000 selection in the 2020 "Bred For Balance" Sale. He's the breed's #1 \$API Purebred and #2 Marbling Purebred!



\$API: 137  
STI: 85

### CCS/WHF OI` Son 48F

CDI Innovator 325D x WHF Summer 365C  
ASA# 3452997 Homo Black Homo Polled  
OI` Son is one of the newest and HOTTEST bulls on the market! Siring champs for JS Simmental in his first calf crop!



\$API: 118  
STI: 72

### B C R Perfect Vision F022

Mr CCF 20-20 x HSF Callie D613  
ASA# 3516009 • Black • Homo Polled  
Perfect Vision was the high-selling bull at the 2019 Cowtown Classic in Fort Worth at \$24,500 and went on to become the Reserve Champion % Bull! He has excellent structure and profile!



\$API: 108  
STI: 72

### SC Pay the Price C11

Pays to Dream x Trademark  
ASA# 2988788 • Homo black • Hetero polled  
Two-time NWSS Grand Champion Bull



\$API: 137  
STI: 83

### KCC1 Exclusive 116E

Hammer x Entourage  
ASA# 3306064 • Homo black • Homo polled  
\$240,000 valuation high-seller Fort Worth!  
Lead bull in Kearns' 2018 NWSS Champion Pen!



\$API: 115  
STI: 66

### TNGL Imprint D989

TNGL Track On x JF Shock and Awe  
ASA# 3173557 • Homo black • Homo polled  
Division Champ at 2016 NAILE and 2017 NWSS!  
Use his impeccable structure and great design with outcross pedigree!



\$API: 122  
STI: 74

### OBCC CMFM Deplorable D148

W/C Executive Order x LazyH/Adkins Blkstr Z15  
ASA# 3150188 • Homo Black • Homo Polled  
Newly on the open market for 2021! Deplorable is the \$100,000 valued herd sire prospect that was the talk of Kansas City and Louisville in the fall of 2016. He was named Bull Calf Champion at both the American Royal and the NAILE.



\$API: 118  
STI: 83

### GSC GCCO Dew North 102C

Duracell x Dew It Right  
ASA# 3141837 • Homo black • Homo polled  
Calving ease combined with tremendous structural soundness! 2018 Fort Worth Champion!



\$API: 110  
STI: 82

### Longs Pay the Man E16

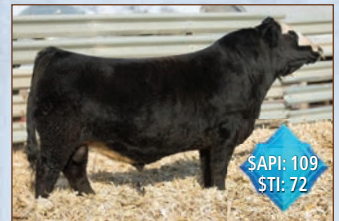
Pays to Believe x Shear Pleasure  
ASA# 3327014 • Homo black • Homo polled  
Great-built, stout, double-homozygous  
Pays to Believe son!



\$API: 130  
STI: 89

### LLSF Vantage Point F398

CCR Anchor x Uprising x Quantum Leap's Dam  
ASA# 3492381 • Hetero Black • Homo Polled  
3/4 Lead-off Bull in the 2019 NWSS Champion % for Lee.



\$API: 109  
STI: 72

### Felt Perseverance 302F

W/C Executive Order 8543B x Rubys Rhythm Z231  
ASA# 3493800 • Hetero Black • Homo Polled  
Perseverance is a new, exciting baldy Executive Order son with tremendous maternal genetics behind him. The first dozen calves out of him have been born light and easily out of first calf heifers.



\$API: 147  
STI: 90

### W/C Doctor's Orders 665F

WC Executive Order x WC Lock Down  
ASA# 3499405 • Homo black • Homo polled  
5/8 ultra calving ease and quality!



\$API: 120  
STI: 72

### WHF Double Up G365

W/C Double Down x WHF Summer 365C  
ASA# 3658592  
Double Up is by proven calving ease sensation Double Down out of the legendary WHF/Steenhoek multiple time champion WHF Summer 365C.



\$API: 130  
STI: 78

### VOLK Backdraft CC F810

W/C Executive Order 8543B x JS Flatout Flirty  
ASA# 3528566 • Red • Polled  
Backdraft owns unrivaled maternal strength, combining infamous breed-leaders "Flatout Flirty" and "Miss Werning KP 8543U".



\$API: 114  
STI: 73

### PBF Red Paint F88

W/C Executive Order x Built Right  
ASA# 3500551 • Red • Polled  
Hot, red, calving ease bull. 2019 Iowa State Fair Division Champion!



\$API: 123  
STI: 72

### KSIG Steelin His Style 6D

Silveiras Style x Steel Force x SS Babys Breath  
ASA# 3130639 • Homo black • Homo polled  
1/2 SimAngus™, calving ease from the 2012 American Royal Champion!



\$API: 119  
STI: 74

### GEFF County O 736E

Loaded Up x RAJE/PB Montecito 63W  
ASA# 3289219 • Hetero Black • Homo Polled  
County O goes back to the Rhythm donor at Ruby's! He's a featured herdsire at Griswold Cattle Co, OK and is making the right kind!



\$API: 113  
STI: 75

### W/C Double Down 5014E

W/C Executive Order X Yardley Utah  
ASA# 3336150 • Homo black • Homo polled  
Double Down has now proven himself with scores of very nice calves, and as expected, has stretched the necks, yet provides the rib the industry is demanding in the show room and the pastures.



\$API: 106  
STI: 69

### JSUL Something About Mary 8421

W/C Relentless 32C x JBSF Proud Mary  
ASA# 3565879 • Black • Polled  
His pedigree, Relentless (Utah x 8543U) x JBSF Proud Mary (High Regard x Steel Magnolia), just solidifies the ability to transmit maternal, in fact it shouts it!



Our Long-Term Commitment To

# Powerful Genetics

starts with productive dams like these!



**H149** Sells Feb. 5!

DKSR GALAXY B108 x IPU RED ZONE 82Y  
Homo Polled • ASA# 3804887 • Adj. WW 822



**H133** Sells Feb. 5!

DKSR GALAXY B108 x WS ALL IN W111  
Homo Polled • ASA# 3804984 • Adj. WW 770



**H112** Sells Feb. 5!

IPU RED ZONE 82Y x HXC CONQUEST 4405P  
Homo Polled • ASA# 3805006 • Adj. WW 759



**H236** Sells Feb. 5!

BBS BATMAN F4 X IPU GLADIATOR 151C  
Homo Black • ASA# 3805017 • Adj. WW 844



**H129** Sells Feb. 5!

IPU DILLY DILLY 7F x BGL ROOSTER D181B  
Homo Polled • ASA# 3804915 • Adj. WW 840

Call to be added to our mailing list and to request a catalog!

Dusty & Kayla Kunkel, New Salem, ND  
(701) 471-5342 • (701) 843-7006  
[www.kunkelsimmentals.com](http://www.kunkelsimmentals.com)

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*Kunkel Simmentals*  
**DKSR**

Annual Production Sale

**Feb. 5, 2021**

At the Ranch • New Salem, ND • 1 P.M. CST

**60 BULLS • 46 BRED HEIFERS**



60 Fall born 18 month old, 30 purebred Simmental, 120 SimAngus™ and 20 Angus Bulls, all are black and polled, most are homozygous

Simmental

**BEGGER'S**

Angus

Offering the pick of all our 2020 spring and fall open heifers, over 200 head to pick from.

*Begger's*  
**DIAMOND V RANCH**  
BIG SKY GENETIC SOURCE BULL SALE

Wednesday, February 3, 2021 • 12:30 PM – At the Ranch – Wibaux, MT



**Selling 160 Black Simmental, SimAngus™ and Angus**



**COW POWER AT ITS FINEST:**

The basis of any good breeding program is the mother cow. Our motto is: **"THE RANCHER COMES FIRST"**. Every breeding decision we make is to improve our customer's bottom line. BEGGER'S DIAMOND V RANCH provides the perfect blend of COW SENSE, COMMON SENSE and SCIENCE. We know the value of a good mother cow, she must be fertile, efficient and problem-free. She must have the staying power to produce a valuable calf year-after-year on her own, with no extra assistance in the environment mother nature provides. She must possess a low-maintenance, easy-fleshing body type that requires little or no extra input. She has to have a problem-free udder and have a good gentle attitude with a set of feet and legs that will serve her until she exits your program at a ripe old age.

- ❖ We are your source for homozygous black and polled Simmental, SimAngus™, Angus genetics, the top 160 bulls out of 275 sell.
- ❖ Many ½ & ¾ brothers sell in volume enabling you to assemble like bred genetics that are predictable and consistent.
- ❖ From a program that does the day-to-day work. We calve, feed, and work around our cattle every day, so we know our cows if they become problematic. They won't see next year and their only way out is through a packing plant.
- ❖ We are straight shooters, we don't hem and haw or beat around the bush. We honestly try to answer and meet our customer's questions, needs and concerns. Our bulls come with a complete 100% satisfaction warranty. If there is a problem we will make it right.
- ❖ We provide free bull keep until April, along with a free breeding soundness exam and free delivery, in most cases nationwide on purchases over \$5,000.
- ❖ Every bull walks through the sale ring enabling you to see what you are buying. Some pictures and videos just don't represent cattle as they should.
- ❖ We do not creep feed our bulls, they are what their mothers and grass can produce, raised in big contemporary groups.

There is a lot of hype out there about EPDs, Genomic Testing, and Carcass Traits. We strongly believe in the use of all of these genetic enhancement tools. We also know that you can ruin a good cowherd in a blink of an eye if you chase paper traits with no directive or focus put on the mother cow and what it takes to keep her in production with as few inputs as possible. There are breeding programs that only provide EPDs with no actual data. Be careful, many times these programs have cattle that do not have the ability to produce pay weight, and fleshing ability. They don't like to show actual data because it isn't all that good. Raw data such as actual birth weights, 205 wts, 365 wts and performance data and indexes allows you to observe how an animal has performed within his contemporary group. It shows you his potential to sire calves that may increase or decrease performance. There are way too many cattle out there with excellent EPD's and dollar indexes that are not worthy of anything but a castrating knife. You can breed for all the highest EPDs and indexes in the world, but if you sacrifice FLESHING ABILITY, MENTAL, MATERNAL, and PHYSICAL TRAITS, along with an animal's ability to produce PAY WEIGHT and EYE APPEAL, all you will gain is a cull cow with good EPDs.



Look for us on Facebook



Bill Begger: 406-796-2326 / John Begger: 406-795-9914  
darbegger@gmail.com / 482 Custer Trail Road / Wibaux, MT 59353

[beggersdiamondvranch.com](http://beggersdiamondvranch.com)



# BENDA RANCH

## Simmentals

**Annual Production Sale**  
**Monday, February 8, 2021 - 1:00 PM**  
 Kimball Livestock Exchange, Kimball, SD



### JBS Mr. Colorado 816H

Colorado Bridle Bit x TKCC Carver  
 PB SM • BD: 2/21/20 • ASA#: 3792528  
 Adj. WW: 821 lbs. Ratio: 123

CE	BW	WW	YW	ADG	MCE	Milk	MWW	\$API	\$TI
16	-.4	87	126	.24	9	28	71	144	89



### JBS Mr. Cash Flow 503H

BCLR Cash Flow x Welsh Dew It Right  
 PB SM • BD: 3/21/20 • ASA#: 3792481  
 Adj. WW: 745 lbs. Ratio: 111

CE	BW	WW	YW	ADG	MCE	Milk	MWW	\$API	\$TI
13	.7	94	140	.29	6	16	63	139	86



### JBS Mr. Nightride 824H

J Bar J Nightride x WCS El Dorado  
 3/4 SM • BD: 2/15/20 • ASA#: 3792373  
 Adj. WW: 813 lbs. Ratio: 121

CE	BW	WW	YW	ADG	MCE	Milk	MWW	\$API	\$TI
14	-.3	88	138	.31	7	26	70	144	90



### JBS Mr. Main Event 313H

TJ Main Event x HC Power Drive  
 3/4 SM • BD: 3/18/20 • ASA#: 3792360  
 Adj. WW: 747 lbs. Ratio: E.T.

CE	BW	WW	YW	ADG	MCE	Milk	MWW	\$API	\$TI
11	0.9	78	121	0.27	5	32	71	125	74



### JBS Mr. El Dorado 210H

WCS El Dorado x Welsh Dew It Right  
 PB SM • BD: 3/10/20 • ASA#: 3792358  
 Adj. WW: 699 lbs. Ratio: E.T.

CE	BW	WW	YW	ADG	MCE	Milk	MWW	\$API	\$TI
9	2.2	80	120	.25	6	32	72	122	75



### JBS Mr. Night Watch 812H

W/C Night Watch x RBS Boise  
 PB SM • BD: 2/23/20 • ASA#: 3792405  
 Adj. WW: 734 lbs. Ratio: 110

CE	BW	WW	YW	ADG	MCE	Milk	MWW	\$API	\$TI
17	-1.6	82	110	0.17	9	31	72	147	85



### JBS Mr. Renown 652H

SAV Renown x JBS Mr. Tanker  
 1/2 SM • BD: 3/24/20 • ASA#: 3792496  
 Adj. WW: 742 lbs. Ratio: 111

CE	BW	WW	YW	ADG	MCE	Milk	MWW	\$API	\$TI
8	2.3	87	141	.33	4	24	68	115	77

#### Other Sires:

DCR Domination, LRS Elevate,  
 Oval F All Time, JBS Cowboy Cut,  
 CCR Boulder, KWA Law Maker

We will winter the bulls until April 15  
 and semen test.

Bulls had no creep feed.

Cattle pictures can also be viewed at:  
[www.bendaranch.com](http://www.bendaranch.com)

Contact us for a sale catalog.



### JBS Mr. Crimson 532H

JBS Mr. Crimson Tide x SAV Bismarck  
 1/2 SM • BD: 3/24/20 • ASA#: 3792491  
 Adj. WW: 751 lbs. Ratio: 112

CE	BW	WW	YW	ADG	MCE	Milk	MWW	\$API	\$TI
14	-.4	78	121	.27	8	25	64	122	77



### JBS Mr. Main Event 733H

TJ Main Event x JBS Big Casino  
 3/4 SM • BD: 3/10/20 • ASA#: 3792399  
 Adj. WW: 717 lbs. Ratio: 107

CE	BW	WW	YW	ADG	MCE	Milk	MWW	\$API	\$TI
12	.5	88	133	.28	5	26	70	127	81



## Benda Ranch Simmentals

Jim & Jay Benda  
 26106 366th Ave, Kimball, SD 57355  
 email: [bendaranch@midstatesd.net](mailto:bendaranch@midstatesd.net) • [www.bendaranch.com](http://www.bendaranch.com)  
 Home: 605-778-6703 • Jim Cell: 605-730-6703 • Jay Cell: 605-730-0215

Video Sale - watch and bid online





25<sup>TH</sup> ANNUAL PRODUCTION SALE  
 FEBRUARY 13, 2021 1:00 PM CST / AT THE RANCH / LEEDS, ND  
 Selling 120 Bulls & 65 Bred Heifers / Black & Red - Purebred, SimAngus™ & Red Angus

# YOU HAVE GOALS.

## YOUR CATTLE SHOULD TOO.

### KENNER SIMMENTAL RANCH

FOCUSED ON CATTLE BRED FOR QUALITY, PERFORMANCE  
 AND LONGEVITY TO IMPROVE YOUR BOTTOM LINE!

**VISIT OUR WEBSITE TO REQUEST  
 A SALE CATALOG TODAY!**



H6 - 3/4 SimAngus

TJ Franchise x Ellingson Legacy  
 EPDs 13 1.5 87 129 8 31 74 API 115 TI 76  
 Around 40 SimAngus Black Bulls Sell!



H469 - 3/4 SimAngus

GW Major Move x TNT Gentleman Jack  
 EPDs 10 2.0 103 156 5 34 85 API 150 TI 96  
 Over 60 Red Simmental, SimAngus & Red Angus bulls will sell!



H298 - PB

SHSF Freightliner x KR Sharp Shooter  
 EPDs 14 -1.0 82 128 10 27 67 API 150 TI 87  
 Over 35 Purebred Black Simmental bulls sell!



G787 - 3/4 SimAngus

GW Major Move x WS Beef Maker  
 EPDs 6 3.5 94 139 4 28 74 API 135 TI 86  
 AI bred to KWA Future 3G



G404 - 3/4 SimAngus

CCR Cowboy Cut x KG High Regard  
 EPDs 11 2.7 85 124 6 25 68 API 131 TI 79  
 AI bred to Colorado Bridle Bit

### ENTER TO WIN!

Visit the farm to view the sale offering from December 1<sup>st</sup> through February 12<sup>th</sup> to be entered to win a **\$500 SALE CREDIT** to be used at our 2021 production sale!



Roger, Jeanette & Erika Kenner  
 Erika 406-581-1188 / Roger 701-466-2800  
 Herdsman, Bryan Leapaldt 701-466-2553 • C. 701-739-8764  
 erika.kenner@gmail.com / 5606 57th St NE Leeds, North Dakota 58346

**WWW.KENNERSIMMENTAL.COM**

**DVAuction** Videos Online DVAuctions by Mid-January  
Broadcasting Real-Time Auctions



# Protect Your Profit, Submit Your Data

Need a more informative way to make selection decisions?  
Do you collect performance records on your calves and mature cows?  
Looking for a better overall understanding of how your herd is performing?

**We have the program for you.**



## Total Herd Enrollment A cow inventory program.

**Designed to gather production, longevity, and fertility data on the whole cow herd.**

### **THE is tailored for any producer:**

- Who needs EPDs on the whole calf crop to make informative selection decisions, **or**
- Who collects data on the whole calf crop but has minimal registrations, **or**
- Who only needs EPDs for replacement heifer selections, **or**
- Who runs cows that are registered, commercial or other breeds.

### **Herds that participate in THE:**

- Are included in the world's largest multi-breed genetic evaluation.
- Receive more informative EPDs.
- Improve cow records and develop pedigrees.
- Have access to free online data submission, reports, management software, and genetic trends.

For more information contact a THE specialist at  
406-587-4531 ext. 704 or by email [the@simmgene.com](mailto:the@simmgene.com).

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# RECK BROTHERS-N-SONS

## 2021 GENETIC

### Advantage Sale

**SUNDAY,  
JANUARY 31ST  
12:00 NOON  
24216 RIDGE ROAD,  
BLAKESBURG, IA**



**RBS Quantum Leap G379**  
HPF Quantum Leap x RBS Ursela

**PB SM**



**PB SM**

**RBS 4254F H288**  
W/C Bankroll 4254F x RBS Uptown U601



**RBS Pay The Price H699**  
SC Pay The Price x RBS You're Right

**PB SM**



**RBS U Drive Me Wild G939**  
Bred to CLRS Guardian 317G W/C Loaded Up 1119Y x Meyer Ranch 734

**PB SM**



**RBS G923**  
Bred to Mr SR 71 Right Now W/C Relentless x CNS Dream On

**PB SM**



**3/4 SM**

**RBS G936**  
Bred to W/C Lock Down W/C United x RBS Bullseye



**5/8 SM**

**RBS G945**  
Bred to W/C Bullseye W/C Lock Down x RBS Uptown



**PB SM**

**RBS Ursela G908**  
Bred to Mr SR 71 Right Now W/C Loaded Up x RBS Ursela

**Selling 70 Lots**

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Val Eberspacher (612) 805-7405 • [sales@ebersale.com](mailto:sales@ebersale.com)



# HART POWER BULL SALE SIMMENTALS

Thursday, February 4, 2021 • 12:00 Noon Sharp at the farm 2 miles south of Frederick, SD

PROUDLY HOSTING OUR 46TH ANNUAL BULL SALE!



## HART MIDNIGHT MOON 031H 3727250 PB SM

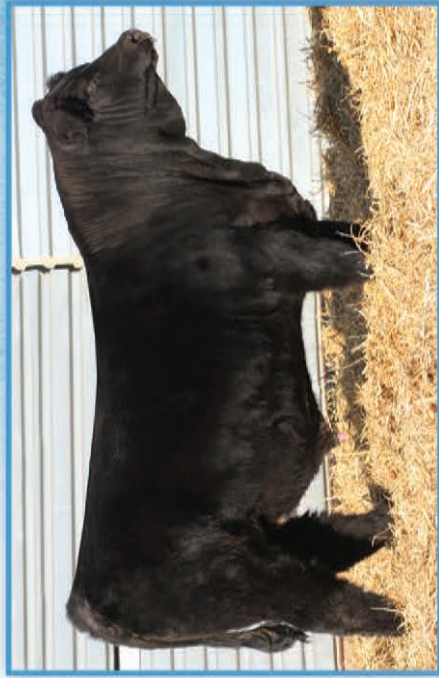
Black, Polled Act BW: 71 Adj WW: 815  
WHF ECLIPSE E35 X DKSR HOLLOW POINT C66  
CE 12, BW 0.8, WW 91, YW 136, MCE 6, MILK 29,  
MWW 74, API 130, TI 84

## HART HEAD OF STATE 059H 3727532 PB SM

Black, Homo Polled Act BW: 74 Adj WW: 804  
HART STATE OF WAR 056C X BBS TRUE JUSTICE B10  
CE 13, BW 0.7, WW 90, YW 137, MCE 8, MILK 29, MWW 74,  
API 138, TI 82

## HART HOG WILD 285H • 3727637 PB SM

Homo Black, Homo Polled Act BW: 78 Adj WW: 782  
HPF RIGHT TO LOVE 365D (CHOLO) X GLS INTEGRATE Z3  
CE 14, BW 1.0, WW 78, YW 118, MCE 8, MILK 24,  
MWW 63, API 124, TI 78



## HART BLACK OUT 004H • 3727191 PB SM

Black, Homo Polled Act BW: 78 Adj WW: 790  
WHF ECLIPSE E35 X BBS TRUE JUSTICE B10  
CE 11, BW 2.4, WW 100, YW 154, MCE 6, MILK 28, MWW 78,  
API 131, TI 88



## HART ENGINEER 208H • 3727670 PB SM

Black, Homo Polled Act BW: 78 Adj WW: 788  
QB LAST FRONTIER F42 X CCR COWBOY CUT 5048Z  
CE 10, BW 2.2, WW 83, YW 126, MCE 4, MILK 24, MWW 65,  
API 126, TI 80

ALL CATTLE GENOMIC ENHANCED!



Bulls will be penned on display at the farm prior to and also sale day.  
View full sale line up at [www.ebersale.com](http://www.ebersale.com)



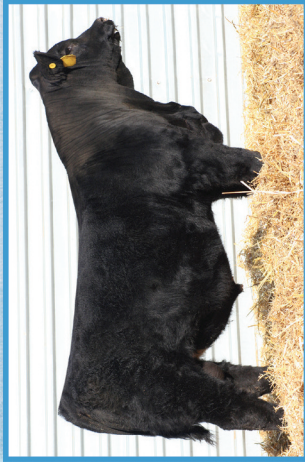
**HART SHOWTIME 033H • 3727196 PB SM**

Black, Homo Polled Act BW: 67 Adj WW: 820  
HART STATE OF WAR 056C X W/C EXECUTIVE ORDER 8543B  
CE 16, BW -2.0, WW 85, YW 122, MCE 9, MILK 28, MWW 71,  
API 142, TI 86



**HART WAR ADMIRAL 069H • 3727348 PB SM**

Black, Homo Polled Act BW: 78 Adj WW: 782  
HART STATE OF WAR 056C X GLS INTEGRATE Z3  
CE 15, BW 0.4, WW 93, YW 146, MCE 8, MILK 23, MWW 70,  
API 141, TI 97



**HART KLONDIKE 236H • 3727637-3/4 SM**

Homo Black, Homo Polled Act BW: 78 Adj WW: 833  
QB LAST FRONTIER F42 X W/C UNITED 956Y  
CE 8, BW 3.0, WW 93, YW 150, MCE 4, MILK 24, MWW 70,  
API 112, TI 82



**HART WAR PARTY 088H • 3727594 PB SM**

Black, Homo Polled Act BW: 78 Adj WW: 801  
HART STATE OF WAR 056C X CDI MADE RIGHT 353B  
CE 13, BW 1.1, WW 82, YW 130, MCE 7, MILK 32, MWW 73,  
API 142, TI 82



**HART HEARTHROB 064H • 3727361 PB SM**

Homo Black, Homo Polled Act BW: 71 Adj WW: 607  
HART WAR LORD 036F X W/C UTAH 534A  
CE 11, BW 1.0, WW 69, YW 99, MCE 5, MILK 27, MWW 61,  
API 121, TI 69



**HART HEADLINER 181H • 3727507 PB SM**

Black, Polled Act BW: 67 Twin Adj WW: 656  
HSR POWER PLUS D206 X JF RANCHER 222Z  
CE 10, BW 3.0, WW 87, YW 134, MCE 7, MILK 24,  
MWW 68, API 125, TI 78

5 Fancy Heifer  
Calves Selling!



**HART WHIPLASH 096H • 3727367 PB SM**

-Black, Polled Act BW: 78 Adj WW: 859  
HART STATE OF WAR 056C X WLB ROUGHNECK 366R  
CE 13, BW 1.1, WW 92, YW 134, MCE 8, MILK 36, MWW 82, API 134, TI 84




For more info or a catalog:

**HART  
SIMMENTALS**

KERRY, JUSTIN & TRAVIS HART  
10904 387th Ave, Frederick, SD  
4hoooves@nvc.net

**JUSTIN 605-216-6469**

**TRAVIS 605-252-0894**

  
**SALE MANAGEMENT:**  
EBERSPACHER ENTERPRISES INC.  
507-532-6694 or Val 612-805-7405  
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EPDs  
12/18/20

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# INDUSTRY UPDATE

## National Feedlot Health Study Gets Underway In 2021

By Rhonda Brooks, Bovine Veterinarian

A national study focusing on cattle health and management on US feedlots with at least 50 head will get underway in 2021.

Between March and August, the USDA's National Animal Health Monitoring System (NAHMS), in collaboration with the National Agricultural Statistics Service, will conduct the study, says Chelsey Shivley, veterinary medical officer (epidemiologist), USDA-APHIS Veterinary Services, Fort Collins, Colorado.

Shivley and her team want to get the word out to bovine veterinarians now to raise awareness for the study and encourage them to let feedlot owners and operators they work with know about the project.

"The study is designed to provide a snapshot of current feedlot cattle health management practices," Shivley says. "The information we collect will allow for the analysis of trends in specific topics related to cattle health. We want to better understand what diseases and issues are providing the greatest challenges to producers."

Shivley says reports published from this study will benefit the US feedlot industry by providing current and scientifically valid estimates to: Aid in understanding disease preparedness strengths and vulnerabilities; Help policymakers and industry stakeholders make informed decisions; Identify research and development needs on vital issues related to feedlot cattle health; Enable economic analyses of the health and productivity of the US feedlot industry; Identify educational needs and opportunities related to feedlot cattle health; Provide benchmark data on important feedlot cattle health management practices to inform quality assurance programs; and provide transparent, credible, independent information on US feedlot industry practices that is not collected by the industry itself.

"NAHMS provides us with a snapshot of how our industry partners are operating their business and making decisions, serving as a benchmark and gut-check for us in making decisions on how to run our business," notes Josh Szasz, DVM, Ph.D., Five Rivers Cattle Feeding, in a prepared statement. "This helps us stay open-minded and current in today's practice of feeding cattle."

CONTINUED ON PAGE 98

## DIXSON FARMS INC Simmentals

Open House and Limited Auction  
February 20, 2021

**Selling:**  
35 Yearling Bulls  
15 Coming 2 year olds

Carol Dixon, Kevin Dixon & Lyle Dixon DVM  
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IR Imperial D958

Featuring some outstanding red herd bull prospects by Imperial, Nightforce, and Nextpectation

Purebred  
&  
SimAngus™  
Bulls



MR NLC Upgrade U8678

Selling some powerful sons and grandsons of Upgrade. Also featuring some outstanding black baldy sons of 3C Beau, Desperado, and Executive Order.





39th Annual Sale

# Blue River Gang Sale

SIMMENTAL  
SIMANGUS™ & ANGUS

SAT. FEBRUARY 6, 2021 at 12:00 NOON in RISING CITY, NEBRASKA

100 ELITE LOTS | HERD BULL PROSPECTS | BRED HEIFERS | FANCY OPEN REPLACEMENT HEIFERS | SPRING PAIRS



PB SM

*Ruth Ms G112*

W/C Loaded Up 1119Y x SVF Steel Force S701  
Bred to Hook's Eagle



PB SM

*BADJ Pearl 053H*

W/C Executive Order 8543B x Mr HOC Broker



PB SM

*Ruth Ms Wide Range 754*

CCR Wide Range x Sandeen Upper Class



3/4 SM

*Ruth Ms Lock & Load*

Remington Lock N Load x BF Miss Confide In Me  
Bred to Red Moon



3/4 SM

*Nabe Saddie 347G*

SVF Steel Force S701 x DCC Emblazon  
Bred to W/C Lock Down



PB SM

*BADJ Miss Zoe 904G*

SVF Steel Force S701 x Welshs Dew It Right  
Bred to THSF Lover Boy



SIM  
ANGUS

*Nabe Primo 426H*

Colburn Primo 5153 x SCC Shell Shocked



PB SM

*Nabe Bankroll 431H*

W/C Bankroll 811D x JF Milestone 999W



PB SM

*Nabe Bankroll 403H*

W/C Bankroll 811D x JF Milestone 999W

## Ruth Simmentals

Russ, Barb & Jake Ruth  
Russ 402.367.8221 • Jake 402.367.8390

## Makovicka Angus

John & Connie Makovicka  
402.549.2323 Cell 402.367.7728

## BADJ Cattle Co.

Jake Stutzman 402.641.0799  
Adam Stutzman 402.641.2232

## Naber Farms

Trevor Naber 402.641.2576  
Larry Naber 402.643.5522

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**200 PERFORMANCE BULLS**  
**150 YEARLING BULLS**  
**50 STRONG AGED BULLS**  
**160 REGISTERED BRED HEIFERS**  
**SEMEN & EMBRYOS**



**W/C Bankroll  
811D**

Selling 65 Direct Progeny of this Dominant Sire

**QUALITY**  
*IN VOLUME LIKE NEVER BEFORE!*



**9014G** *SimAngus™*  
 C4 Cornerstone x 8543 Donor  
 Safe to W/C Doctors Orders  
 Selling 6 Direct Daughters of 8543



**85F** *Purebred Simmental*  
 W/C Relentless x Lock N Load  
 Safe to Mr SR Right Now



**909G** *3/4 Simmental*  
 W/C Executive Order x WS Beef King  
 Safe to LHT All Star



**9005G** *Purebred Simmental*  
 JS Sure Bet x W/C Angel 2870(Lock N Load)  
 Safe to Mr SR Right Now  
 Selling 8 Daughters of Angel



**9026G** *Red Angus*  
 4MC King of the Cowboys x 361B Donor  
 Safe to LHT All Star  
 Selling 3 Full Sisters

*For more information or a sale book, give us a call!*

**WERNING  
CATTLE COMPANY**



**9110G** *SimAngus™*  
 TFS Samurai x W/C United  
 Safe to CCR Anchor



**9284G** *Purebred Angus*  
 SAV Raindance x SAV Net Worth  
 Safe to Mr SR Right Now

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2021 BULL SALE



**FELTS DATA**  
**BREACH 101H**  
 HILB/SHER Data  
 Breach x FF Sharper  
 Image  
 3/4 SM Herd Bull  
 Prospect  
 BW 82 WW 784



**DWYER MEAT WAGON 028H**  
 Jass On The Mark x W/C No Remorse  
 3/4 SM Herd Bull Prospect  
 BW 77 WW 904



**FELT EMMETT 660H**  
 Schooly Emmett C543 x Silveiras S Sis GQ  
 5/8 SM Herd Bull Prospect  
 BW 86 WW 929



**FELT DATA**  
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# INDUSTRY UPDATE

CONTINUED

Shively says she anticipates that invitations to participate in the study will be mailed in February to feedlots selected at random. Participating in the study is voluntary, and all information gathered is confidential.

Representatives from NASS will visit participating operations from March through April 2021 to complete a questionnaire. If participants choose to continue in the study, USDA or State veterinary health professionals will visit feedlots from June through August 2021 to complete a second questionnaire.

## Public Trusts Farmers and Ranchers

A majority of US adults have a positive view of and trust farmers' and ranchers' sustainability practices, and an overwhelming majority trust farmers, according to a national public opinion poll from the American Farm Bureau Federation (AFBF). The survey of 2,200 US adults found that more than half (58%) rate the sustainability practices of US farmers positively, with broad agreement from a majority of adults across demographic groups.

Nearly nine in 10 adults (88%) trust farmers, a 4% increase from AFBF's June 2020 polling, which is evidence that the public recognizes that the food supply chain challenges brought on by the COVID-19 pandemic were not within the control of farmers and ranchers. The survey also explored public attitudes about the environmental sustainability achievements of farmers and ranchers as well as future direction to advance climate-smart agriculture. Overall, the public agrees that farmers shouldn't be expected to bear the financial

CONTINUED ON PAGE 100



# Trauernicht Simmentals *46th Annual* Genomic Enhanced **PRODUCTION SALE 2021**

**Sunday February 21st 12:00 Noon**  
Trauernicht Simmentals Sale Facility at 803 E Pine, Wymore, NE



**LHT Teared Up 76H** 5/8 SM  
TJ Teardrop 783F x SAV Final Answer 0035  
BW -1.1 WW 92 YW 140 API 143 TI 85



**LHT Mr Out Cross 92H** PB SM  
WS Outcross C164 x W/C Executive Order 8543B  
BW 0.4 WW 91 YW 142 API 135 TI 88



**LHT Mr Tear Drop 23H** SimAngus™  
TJ Teardrop 783F x RB Tour Of Duty 27D  
BW -0.2 WW 86 YW 132 API 136 TI 81



**LHT Mr Franchise 37H** 3/4 SM  
TJ Franchise x Mr NLC Upgrade  
BW 1.6 WW 84 YW 130 API 134 TI 82



**LHT Mr Red Answer 52H** 3/4 SM  
W/C HOC Red Answer x Beckton Epic  
BW 0.9 WW 78 YW 116 API 123 TI 75



**LHT Mr Mtn Pass 61H** SimAngus™  
LCRR THR Mtn Pass x SAV Bismarck  
BW 0.9 WW 77 YW 125 API 138 TI 79

**120  
BULLS  
SELL**  
18-Month &  
Yearling Bulls  
with Complete  
Performance  
Data Available



**LHT Mr Turn Pike 128H** 3/4 SM  
Rubys Turnpike x SC Mo Magic  
BW 3.0 WW 84 YW 130 API 122 TI 74



**LHT Mr Tear Drop 54H** PB SM  
TJ Teardrop 783F x CCR Cowboy Cut  
BW 0.8 WW 93 YW 139 API 150 TI 89

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burden alone. More than four in five (84%) said environmental and economic sustainability are both important for farmers, and most adults said both are very important. More than four in five also said feeding the world (84%) and farmers passing farms on to future generations (83%) are important.

Support for farmers' sustainability efforts swelled when government data about achievements were shared. More than eight in 10 Americans (81%) were impressed when they learned that, according to the Environmental Protection Agency and US Department of Agriculture, farmers have put 140 million acres into conservation

programs, more than doubled the amount of renewable energy sources they use, and nearly tripled the amount of food grown in the last 70 years with the same or fewer resources.

Looking to the future, the survey explores how Americans think sustainability efforts on farms and ranches should be funded. Seventy percent of adults said government incentives to encourage farmers to adopt additional sustainable agriculture practices would be effective. More than three-quarters of respondents believe it is important for the government to fund science-based research (76%) and improve infrastructure (78%) to support agriculture.

At a time when some corporations are making sustainability commitments that include or affect agricultural production, a bipartisan majority of adults (62%) said corporations should compensate farmers for the additional cost of implementing environmental practices to help achieve sustainability goals.

The survey also revealed that there is still work to be done to increase awareness of the agriculture industry's comparatively small contribution to greenhouse gas emissions in the US, as 84% of adults were not able to correctly identify agriculture's impact. On a brighter note, 45% of adults correctly ranked agriculture as the smallest contributor to greenhouse gas emissions by economic sector.

According to the latest EPA data, agriculture accounts for 10% of total US emissions — far less than the transportation, electricity production, commercial and residential, and industry sectors.

CONTINUED ON PAGE 102

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W/C Night Watch 94E x W/C Bullseye 3046A



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## New Vaccine Protects Against Fetal Calf Loss From EBA

By Mike Wolterbeek, Bovine Veterinarian

A new vaccine just approved by the USDA in September promises to turn the tide against Epizootic Bovine Abortion, also known as the foothill abortion disease, that has caused devastating losses in range cattle exceeding \$10 million annually in California, Oregon, and Nevada.

The vaccine, developed through extensive research at the University of Nevada, Reno, and the University of California, Davis, was commercialized by Hygieia Biological Laboratories of Woodland, California, and is now available to the cattle industry. This license marks a pivotal advancement in decreasing those substantial calf losses and comes as the result of decades of work by generations of scientists and cattle producers.

“It was really neat to see the pieces come together over the years as a result of all the effort that was put into this project,” Mike Teglas, a partner in the project and a professor and veterinarian in the University of Nevada, Reno’s College of Agriculture, Biotechnology & Natural Resources, said. “I have a definite sense of satisfaction that I was able to play a role in the development of this vaccine.”

First described by U.C. Davis scientists in the 1950s in the western foothills of the Sierra Nevada mountains of California, the disease, EBA, only affects pregnant cattle and can be responsible for losses of up to 100% of the year’s calf crop in susceptible herds.

In 1985, U.C. Davis Professor Jeffrey Stott joined the faculty at the Veterinary School and began working on the disease with current collaborator Myra Blanchard, also of U.C. Davis Veterinary School.

“As a member of our research team and a faculty member in an instruction and research university, there could be no greater feeling – maybe a Nobel Prize would sit higher on the shelf – than seeing the results of our efforts,” Stott said. “We are all expected to conduct both instruction and research, but to create something that will have,

CONTINUED ON PAGE 104

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# Annual Production Sale 2021

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Salem, SD



and is already having, a major positive impact on the cow-calf industry is what makes this accomplishment so much more meaningful and rewarding.”

A decade of vaccine trials were conducted to establish the safety and efficacy of the product, which is now available commercially to the cattle industry through livestock veterinarians. The USDA Center for Veterinary Biologics issued the conditional license for the vaccine after two years of trials of the Hygieia product.

“The vaccine has proven safe and phenomenally effective; the fervor for its widespread availability is palpable among cattle producers,” Stott said. The decades of perseverance of the researchers on this project shows the value of land-grant universities to the communities they serve.

“It’s translational research such as this that we all strive to achieve, completing our land-grant loop of research, education, and outreach with a solid solution to a real-world problem,” Bill Payne, dean of the University of Nevada, Reno’s College of Agriculture, Biotechnology & Natural Resources, said. “It’s not just research for research’s sake. Mike’s untiring work over the long-haul, and the work of his predecessors,

on identifying the disease and building a vaccine is impressive work that makes us all proud. Especially impressive is the team’s work with the relatively small pharmaceutical company to commercially produce this after the big companies shunned it for years because of (in their view) a relatively small, niche market for this particular disease.”

“The licensing and availability of this vaccine is monumental for the beef cattle industry,” Mark Lacey, president of the California Cattlemen’s Association, said. “For generations producers have had to manage incredible losses from foothill abortion.

“From the University’s research, to the generous donations of cattlemen and the Livestock Memorial Research Fund, to the production and commercialization of the vaccine, it has been a long haul. I couldn’t be happier to say that we are finally here.”

Teglas has been leading the EBA research at the University of Nevada, Reno, since 2006, after leaving U.C. Davis where he had been studying the origins and causes of the disease as a graduate student. He continued the University’s long-time collaboration with lead researcher Jeffrey Stott and Myra Blanchard from the School of Veterinary

CONTINUED ON PAGE 110

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### BBS True Justice BIO

CE	BW	WW	YW	ADG	MCE
6	4.8	85	124	.25	6
Milk	MWW	DOC	CW	YG	
26	68	10	24.6	-.53	
MB	BF	REA	\$API	\$TI	
-.06	-.12	.94	118	73	

His Sons Sell!

March bulls on summer  
pasture in July.



EPDs as of 12.21.20



### Circle L Gus

CE	BW	WW	YW	ADG	MCE
19	-4.2	80	126	.29	16
Milk	MWW	DOC	CW	YG	
17	57	12.3	78.8	.25	
MB	BF	REA	\$API	\$TI	
.35	.07	.63	117	77	

His Sons Sell!





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SATURDAY, MARCH 6, 2021

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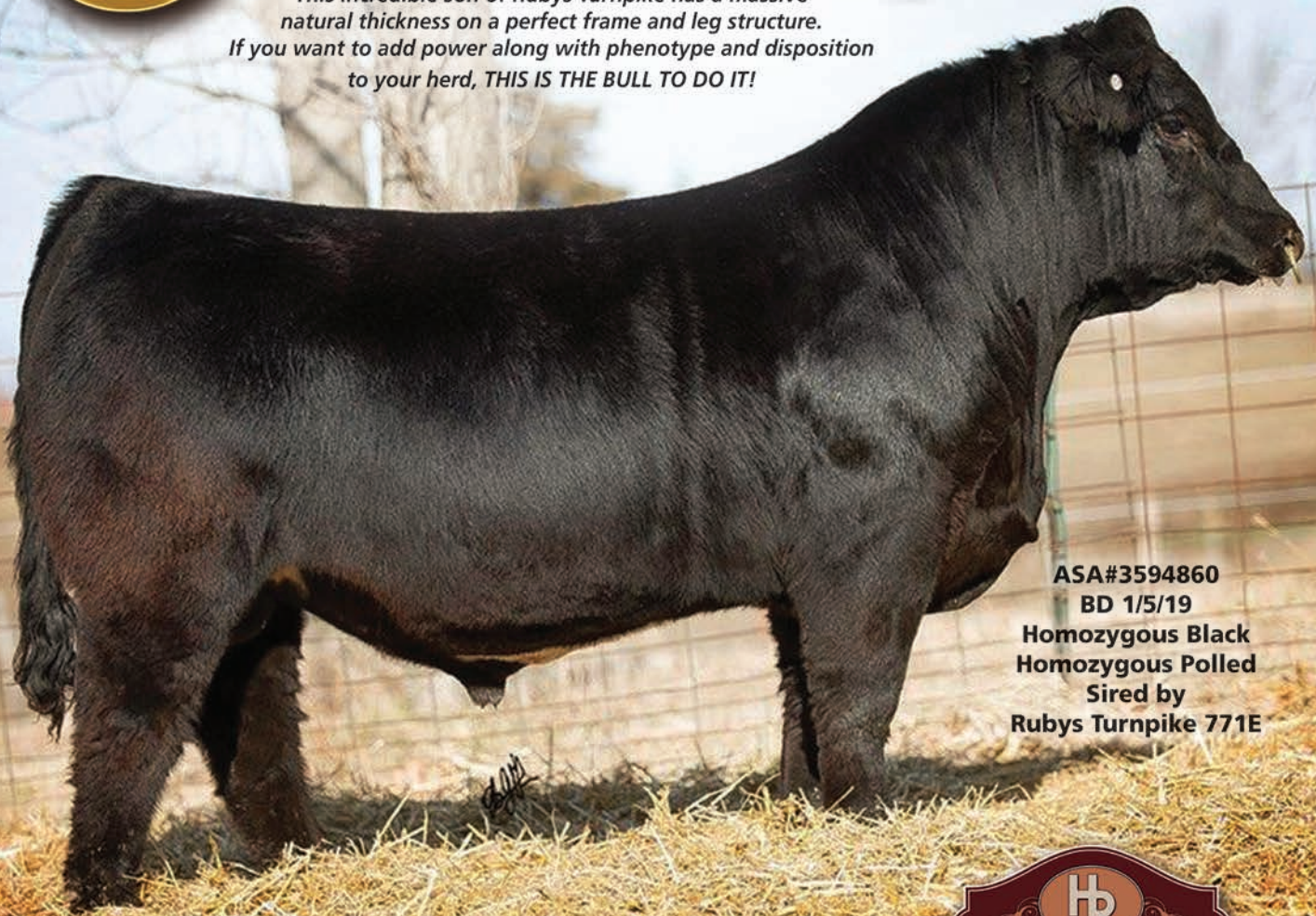


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**PUREBRED BULL**  
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Medicine at U.C. Davis. At that point Stott's lab had utilized a molecular genetic technique to finally identify the pathogen that caused foothill abortion disease.

But earlier research on the cause of EBA had gone on for decades without success. Scientists were unable to identify a pathogen as the source of the disease and were unsure about how it was transmitted. In one old study, U.C. Davis researchers even housed pregnant cattle in pens hung eight feet off of the ground in order to determine if flying insects versus those confined to the ground served as vectors for the disease.

"Eventually, researchers were able to pin transmission on the pajaroello tick, *Ornithodoros coriaceus*, a species of soft tick that is commonly found in the Sierra Nevada and coastal ranges of California," Teglas, also an expert on tick-borne diseases, said. "The distribution of the disease mirrors the distribution of its tick vector and has now been identified in the mountainous regions of California, northern Nevada, southern Oregon, and southern Idaho."

In 1992, Stott and Blanchard had teamed up with University of Nevada, Reno Professors Mark

Hall in the Center for Molecular Medicine and Don Hanks in the School of Veterinary Medicine to try to identify the agent causing the disease in an effort to develop a method to grow the pathogen in the lab.

In one experiment, using cattle at the University of Nevada, Reno's 900-acre Main Station Field Laboratory at the east end of Reno, the team glued cloth hats — with a zipper sewn into the hats — onto the cattle; the zipper would be opened in order to pour 100 hungry pajaroello ticks into the hats to infect the cattle. But the researchers' ability to recreate the disease in a consistent manner was still hindered by the lack of an identifiable pathogen in those fetuses lost to the disease.

A breakthrough came along when Stott's lab used the molecular genetic technique to finally identify the EBA pathogen, a bacteria that was more closely related to slime molds than it was to other bacterial pathogens of animals.

"With this knowledge in hand, I was able to test ticks across their range, determine their infection status and assess whether the tick vectors were being moved around the West by human activities such as the shipping of cattle," Teglas said.

CONTINUED ON PAGE 112

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# Builnanza

**Selling:**  
40 Black & Red Bulls

**10 Black & Red Bred Heifers • 10 Black & Red Open Heifers**

EPDs as of 12-22-20



**H49**

MRL Viper X TJ Sharper Image  
Purebred

CE	BW	WW	YW	MCE	MILK	MWW	API	TI
7.1	3.8	84.4	126.5	7.1	23.3	63.5	120.5	76.7



**H116**

Leachman Cadillac X Trademark  
3/4 Simmental - 1/4 Red Angus

CE	BW	WW	YW	MCE	MILK	MWW	API	TI
11.7	0.5	78.4	116.7	4.2	25.3	64.0	14.7	74.9



**H68**

WS Proclamation X TJ Makers Mark  
Purebred

CE	BW	WW	YW	MCE	MILK	MWW	API	TI
12.8	0.8	87.0	129.7	8.2	22.1	65.1	147.6	88.8

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Another important discovery was made in those first few years of his new career at the University of Nevada, Reno, one that created the foundation for the eventual development of a vaccine. Stott and Blanchard found that they could infect mice that lacked a competent immune system with the bacteria and that tissues from these animals contained considerable amounts of viable pathogenic bacteria.

“This led to our ability to reliably infect large numbers of susceptible cattle for research purposes,” Teglas said. “We quickly discovered that cattle exposed to the bacteria in their first year would develop immunity to subsequent infections for another two years without additional exposure to the pathogen.”

The research team, once again using the cattle at the University’s Main Station Field Lab in Reno, used the new bacterial inoculum to sensitize cattle to the bacteria when they were not pregnant to see if that could serve as a potential source of immunization against the disease.

“For the EBA vaccine studies we used the heifers, young females, that were born the previous year and were going to be pregnant for the first time – about 50 to 70 animals a year,” Teglas said.

“The benefit of doing research at the Main Station was that we could keep animals for two or three years in a row and follow up on them over time.” There are about 520 head of cattle (males and females) at the Main Station Field Lab in a given year that are available for use in research by faculty on campus.

“The Main Station was vital to our research efforts since we had access to a large group of susceptible cattle that could be manipulated and monitored much more closely than in a private cattle herd,” Teglas said. “We used the bacterial inoculum to create an attenuated vaccine product and began to test its ability to protect pregnant cows against developing EBA. The results were immediately impressive, with 100% of the vaccinated pregnant cattle producing live calves after being experimentally infected.”

The team began studies to test the efficacy and safety of the product following USDA guidelines. Stott met with representatives from some of the largest drug manufacturers to see if there was interest in commercialization of a vaccine, but the big companies considered it a regional disease and not widespread enough to make an investment.

CONTINUED ON PAGE 116



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6013H | 3/4 SM 1/4 AN | ASA# 3717789  
WS PROCLAMATION X MAR INNOVATION



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RAINMAKER 4404 X LRS CLASS ACT



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The final steps necessary to fully approve the vaccine by the USDA were completed this summer, and now beef cattle producers across the country can order the product directly from the Hygieia, which made the vaccine a reality.

“Jeff and Myra need to get the credit for spearheading this research and keeping the faith even when we had to start all over again,” Teglas said. “It’s a fascinating disease and there are still lots of questions waiting to be answered. I look forward to continuing working with them on EBA into the future.”

“In fact, we are working on a project now investigating the potential of in-utero vaccination/protection of the fetus with the EBA vaccine. If successful the work could have lots of implications for development of future vaccines aimed at producing a calf that is already born with protection against cattle pathogens, something that is unavailable to producers today.”

The team has ongoing foothill abortion research projects and are developing new ones.

“Research is what we love and what we do,” Stott said. “Our ongoing foothill abortion research projects are directed at furthering our understanding

of the disease, its geographic distribution, and new disease management strategies that will incorporate the vaccine as an important component in our translational research, of making research useful for our constituents — the cattle industry.”

## Things to Consider before Harvesting a Market Animal at Home

By Brianna Buseman, Youth Meat Nebraska Extension Educator; Carol Schwarz, Nebraska Extension Educator

Many people are looking for opportunities to buy market animals to harvest at home, which has led to many questions about the best way to complete that task. Prior to making the decision to try home harvest, there are a few important things to consider:

**1. Food Safety:** Can you properly cool the carcass and keep it clean to ensure meat safety?

One of the main concerns when harvesting livestock at home is temperature. If handled poorly or not stored properly, meat can be a great place for bacteria to grow. It is important to cool the carcass to 34-45 degrees Fahrenheit within 24 hours

CONTINUED ON PAGE 120



**The Spring Turnout**  
7<sup>th</sup> Annual  
Bull & Female Sale

**APRIL 10 2021**  
12:00 PM  
at the Ranch,  
Worthing, SD

EPDs as of 12/18/20

ASA# 3595175



API: 129 TI: 80

**G102 | 3/4 BLOOD**  
W/C LOCKDOWN x MR. NLC UPGRADE

CE	BW	WW	YW	MCE	MILK	MARB	REA
13	-0.3	82	124	8	25	0.21	0.82

ASA# 3687058



API: 130 TI: 79

**G905 | PUREBRED**  
WRS EMERGENT x JF MILESTONE x CLO DIVA DEW

CE	BW	WW	YW	MCE	MILK	MARB	REA
13	0.8	79	121	7	20	0.11	0.85

ASA# 3818144



API: 124 TI: 78

**G923 | HOMOZYGOUS POLLED PUREBRED**  
HOOKS BROADWAY x EKHCC RED JEWEL

CE	BW	WW	YW	MCE	MILK	MARB	REA
5	4.5	81	122	3	26	0.24	0.80

ASA# 3818147



API: 131 TI: 82

**G933 | 3/4 BLOOD**  
TJ MAIN EVENT x MCM TOP GRADE x WELSH ELEGANCE 144Y

CE	BW	WW	YW	MCE	MILK	MARB	REA
11	1.3	85	128	5	29	0.23	0.90

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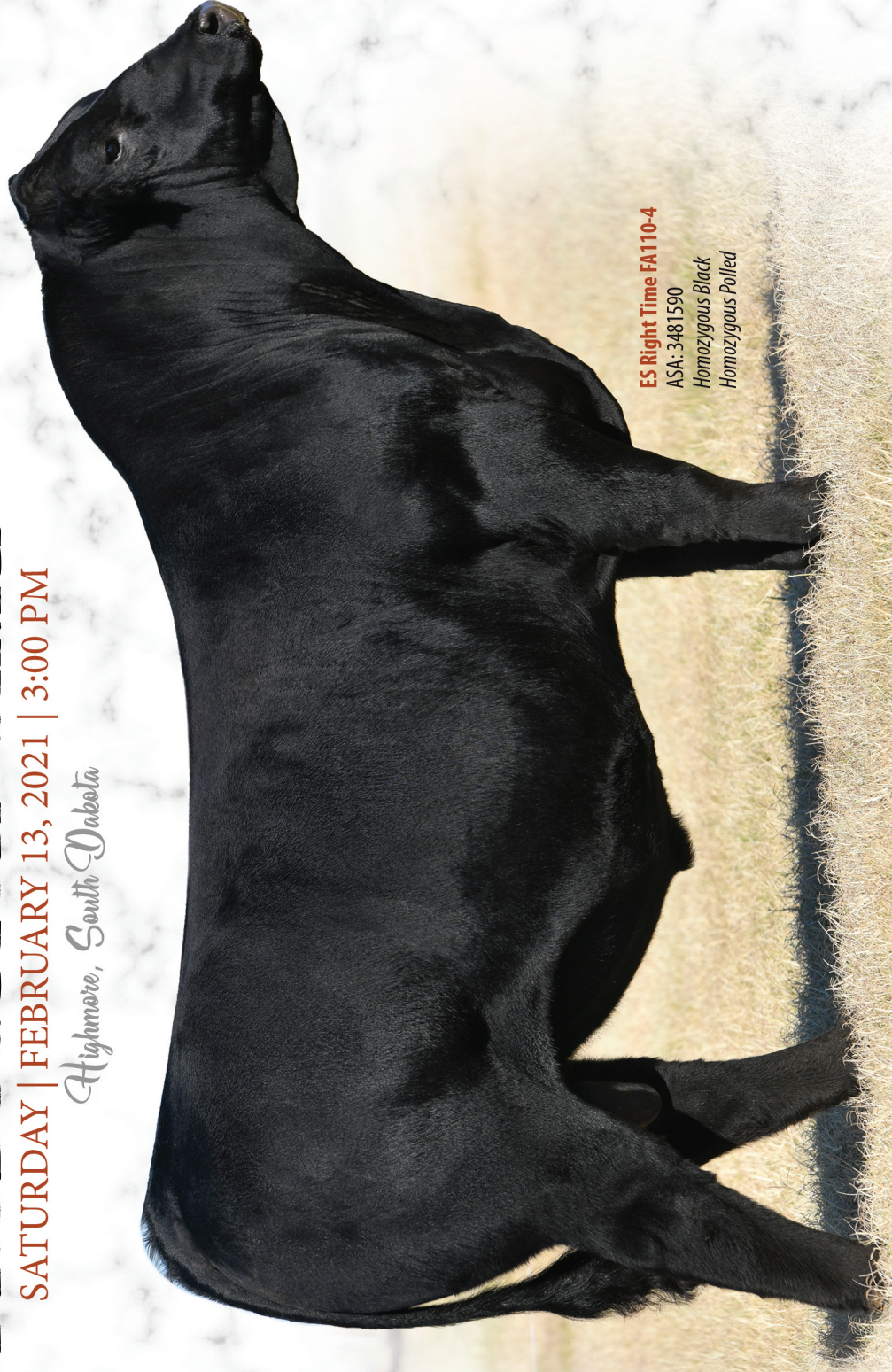
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For more detailed information on API, visit: [www.simmental.org](http://www.simmental.org)



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after harvest. In addition to environmental temperature, care needs to be taken to decrease the chance of carcass contamination (feces, dust, etc.) that could lead to bacteria growth. Furthermore, meat can absorb off odors and flavors from the environment. Scents such as manure, gasoline, etc., can be absorbed and lead to problems with odors and flavors within the meat. If harvesting at home, it is necessary to ensure the environment is cool and clean.

**2. Animal Welfare:** Can you ensure humane handling and stunning? Having the ability to handle livestock humanely both prior to and during harvest is of utmost importance. This means limiting animal stress and having the ability to effectively stun and exsanguinate (bleed out) the animal.

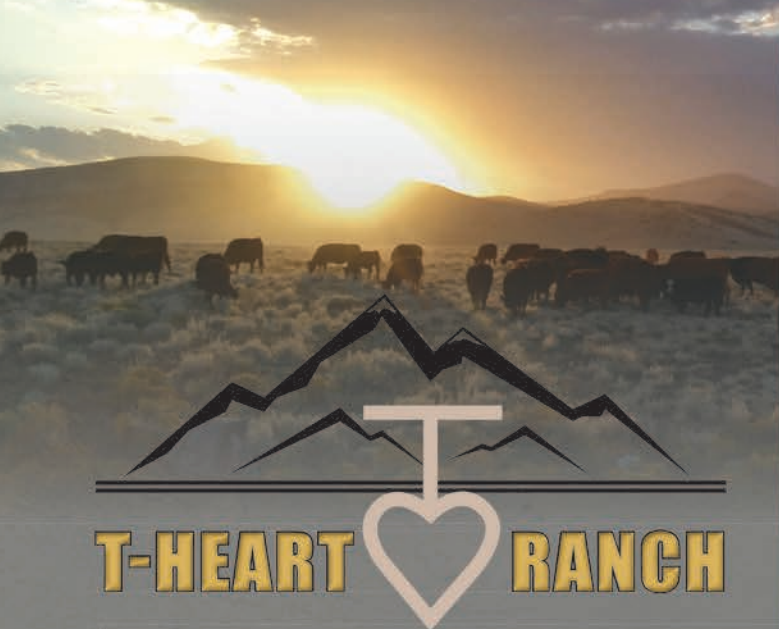
**3. Meat Quality:** Can you effectively harvest the animal without negatively impacting meat quality? Meat quality is focused on the palatability of the final product. If livestock are excessively stressed prior to harvest, quality issues can ensue. In beef, long-term stress can lead to a product that is dark, firm, and dry, known as a dark cutter. This effect produces a product that not only is unappetizing, but also retains moisture, making it more susceptible to bacteria growth. In pork, short-term stress can lead to a product that is pale, soft, and exudative; meaning it is light in color and is not able to hold water well. This results in product that is dry and not very flavorful. Additionally, if exsanguination is not performed quickly and effectively, blood splash can occur within the muscle. A significant challenge when harvesting livestock at home is aging the product to improve tenderness and palatability. Aging requires refrigerated storage space that is clean and limits potential for bacteria growth. Holding meat in refrigerated storage for 7-14 days prior to cutting into retail cuts (steaks, chops, roasts) is beneficial to improve the final product's palatability and overall eating.

**4. Equipment/Facilities:** Do you have the equipment and facilities to work efficiently, ensure worker safety, maintain a cool environment, and store the final product? From start to finish, the process of harvesting livestock offers potential for worker injury. Having good equipment and knowledgeable help is necessary to ensure efficiency and safety. Prior to harvest, it is necessary to think about what type of equipment you may need, such as sharp knives, hoists, meat saws, packaging, and much more. As the meat is being divided into retail cuts, it is necessary to keep a cool environment to limit bacterial growth. Once the carcass is packaged into steaks and roasts you will need plenty of freezer space for storage. Meat from a whole hog will require approximately 5 cu. ft. of freezer space, whereas meat from an entire beef animal will require approximately 16 cu. ft. of freezer space.

Although it may seem like a simple task, home harvest is very labor intensive and requires a lot of planning. While it may be a good decision for some, it is important to think through the entire process prior to making the decision to harvest livestock at home. If unable to confidently answer the questions about how to handle food safety, animal welfare, meat quality, and equipment, it may be beneficial to consider other options for harvest, such as working with a local processor.

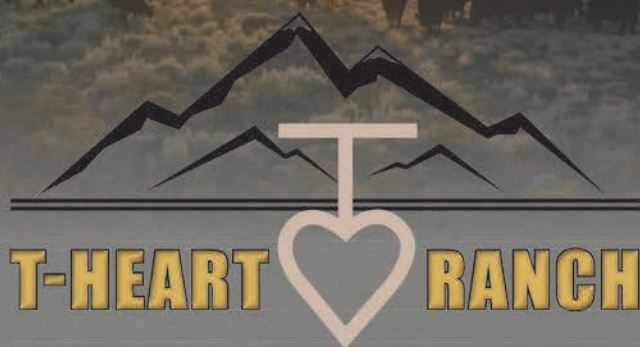
CONTINUED ON PAGE 124





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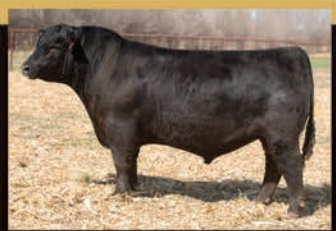


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## K-State beef cattle experts say understanding rations, controlling expenses can be challenging

Kansas State University

Locally sourced food has grown in popularity in recent years, leading some cow-calf producers to raise steer calves through the finishing phase rather than selling them at weaning. Experts at the Kansas State University Beef Cattle Institute said it is important that first-time cattle feeders deliver the appropriate ration and understand the increased expenses they may incur.

“To hand-raise a steer from 700 pounds to 1,400 pounds, factoring in the purchase price of the animal, feed costs, and processing expenses, the beef that you bring home is going to cost about \$5 per pound,” said Bob Weaber, beef extension specialist, on a recent Cattle Chat podcast. “It will never be as reasonably priced as what you can buy at the grocery store.”

However, for those who want the experience of hand-raising a steer as compared to selling it to a cattle feeder, the experts offer the following advice. “You may want to find a bulk storage solution for feed because that will decrease your feed costs from buying it a bag at time,” said Brad White, veterinarian and BCI director. One option, he said, is a gravity wagon that allows producers to buy feed by the ton and carry it by the bucket to the steers that are being fed.

Another way to reduce feed expenses is to purchase feedstuffs that are available in the local area, said BCI nutritionist Phillip Lancaster. “A finishing feed will need to have quite a bit of grain in it. For many

that local source will be corn but it will also need a high energy protein source like soybean meal, cottonseed meal, or distiller’s grains,” he said. “Work with your local co-op or extension agent who can help you formulate the right ration for a growing steer.”

The main goal for steers hand-fed between 700 pounds through the finishing phase is three pounds per day, Weaber said. “To make that goal, the calf needs to be fed six pounds of feed for one pound of gain so about 2.1 tons of feed during that phase,” Weaber said.

Along with the feed, he said the cattle need to eat hay to keep their rumen healthy. “The hay keeps the calves from going into an acidotic state with the high concentrate finishing feed,” Weaber said.

Veterinarian Bob Larson explained how a severe case of acidosis can be toxic to cattle and offered suggestions on ways to keep that from happening. “You need to acclimate the cattle to a changing diet over several weeks where you are increasing the high grain concentrate and decreasing the hay. Otherwise some cattle will overeat the grain and that can have very serious consequences,” he said.

The timing of the feed delivery is also important. “Feeding them at the same time each day helps the rumen pH balance,” said Weaber, who recommends feeding twice a day, 12 hours apart. If a morning feeding is missed, he said it is better to skip that feeding rather than feeding twice in a shorter time period.

Along with the points mentioned above, the experts offered this checklist of recommendations when feeding a steer through the finishing phase at home: Create complete rations

CONTINUED ON PAGE 128

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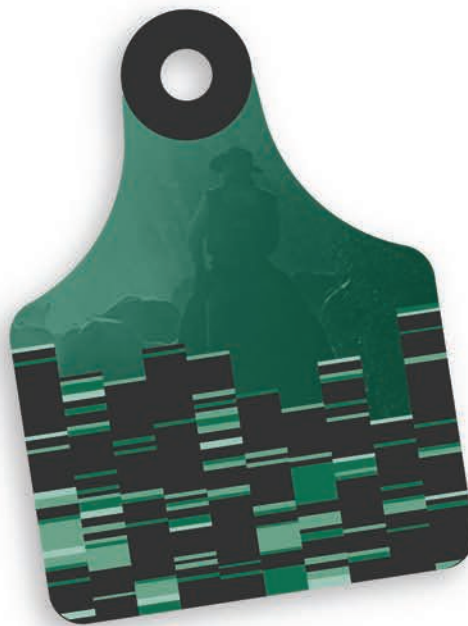
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including mineral supplementation; Work with a veterinarian to develop a good health plan; Have adequate housing to raise the animal through the winter; Consider the economics when finishing the calves at home; Formulate rations based on the available feedstuffs; Determine bulk feeding storage options that may be available;

Monitor changes in growth and adjust the amount of feed appropriate for that animal.

## Liver Abscesses Keys to Preventive Management

By Jill J. Dunkel, Feedlot Magazine

Fresh calves entering the feedyard face multiple challenges as they adapt to their new environment. Where to eat and drink, plus who gets to go first are all nuances fresh cattle must learn. Pens are closely monitored for health issues. However, consumption across the pen is also important. It's a critical time in the digestive system of calves as they transition from a forage diet to a concentrate diet. That transition offers the opportunity for digestive upset, and can ultimately lead to liver abscesses.

Liver abscesses are sometimes thought of as a "fat cattle" problem, however it's never too early to implement preventative strategies. Cattle just started on feed are at risk and should be managed accordingly. That's the message from nutritionist Justin Homm, Ph.D., an Elanco technical consultant.

Homm says anytime cattle are transitioned to a ration higher in starch and lower in roughage the stage could be set for liver abscesses to develop. That includes in the backgrounding stage and when cattle first arrive at the feedyard.

"The problem is the incidence of liver abscesses is primarily monitored in the packing plant, so we don't know exactly when the abscesses start," he said. However, the consensus is perilike

acidosis, can lead to liver abscesses. And that can be very early in the feeding period.

Liver abscesses in cattle is a \$60 million problem each year. Economic losses occur due to trim loss, condemned livers, and the time it takes to trim the carcass, but production losses are also a big factor. Liver abscesses have been studied for decades, and there are still many unknowns around the issue.

"When I think of bringing calves into the feedyard, if they are backgrounded, they are more ready to go. They are accustomed to eating from a bunk and drinking from a trough. But ranch direct or sale barn calves are different . . . we're just getting those cattle on feed and making sure they know there is feed in the bunk."

Life changes for those calves — the transition to a starter ration, determining a pecking order for the pen, who gets to eat first and other issues — can be the precursor to digestive upset and eventually liver abscesses.

You need to get on top of that from the get-go in a feedyard setting, Homm says. "Any time we transition the rumen microbes from cellulose and forage digesters to starch digesters, that's where we can have some upset and acidosis. And when you're dealing with acidosis, you're also dealing with the possibility of liver abscesses," he explains.

Acidosis is a result of a build-up of lactic acid in the rumen. When the rumen pH drops too low or for too long, rumen contractions slow, fiber digestion is reduced, nutrient absorption decreases, and lactic acid produced by bacteria builds up.

CONTINUED ON PAGE 132

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Tom Williams  
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Trait	Simmental Rank vs. Major Continental Breeds	Angus/Red Angus Rank vs. Major British Breeds
Marbling Score	First	Second
Carcass Weight	First	First
Weight Gain Feed Efficiency	First	Second
Weaning Weight	Second	First
Post Weaning Gain	Second	Second

Across-Breed EPD Table, GPE Rep. 22, MARC, USDA

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# AMERICA'S COW

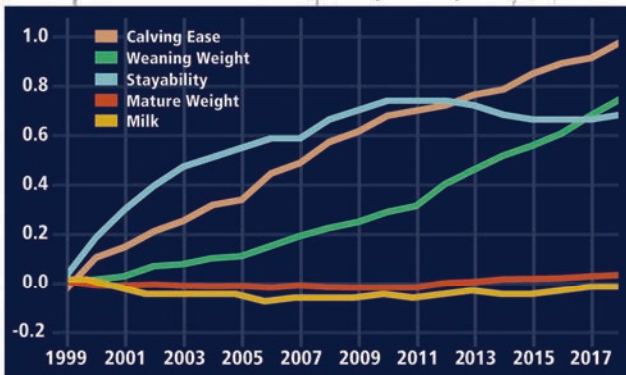
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### Maternal Trait Genetic Trends Purebred Simmental in past 20 years



Simmental genetics bring calving ease, early growth, and cow longevity while keeping feed costs at a minimum.

Breed	Mature Cow Wt.
Hereford	1,419
Angus	1,410
Red Angus	1,409
Simmental	1,404

Source: USDA MARC

### \$All Purpose Index (\$API)

predicts cow herd profitability using valuable traits like cow longevity (STAY) and calving ease while keeping pressure on terminal traits.

Compare the profit potential of two Simmental bulls using \$API

- 1 Bull A's \$API = \$120 and Bull B's \$API = \$180
- 2 Breeding 25 females/year
- 3 Used for 5 years

Bull	1 \$API	X	2 # Females per year	X	3 # years using the bull	=	Profit Potential	
A	\$120	X	25	X	5	=	\$15,000	
B	\$180	X	25	X	5	=	\$22,500	
Difference							=	\$7,500

Just like an EPD, compare two bulls to see the expected difference in profit. Bull B is likely to result in direct revenue and expense savings of an additional \$7,500 over the course of five years. Plug in your numbers for **1**, **2**, and **3** to compare your potential earnings.

# MORE MEANS MORE

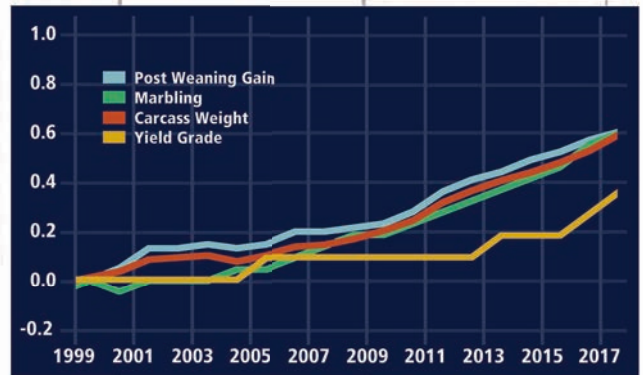
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### Terminal Trait Genetic Trends Purebred Simmental in past 20 years



### \$Terminal Index (\$TI)

predicts profitability when all calves are harvested.

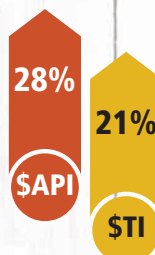
Trait	Simmental rank compared to other Continental breeds
Marbling	First
Carcass Weight	Second
Back Fat	Second
Post Weaning Gain	First

Source: USDA MARC

Simmental cattle bring marbling and growth without too much fat. Simmental genetics perfectly complement British strengths and weaknesses for an ideal carcass.

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# INDUSTRY UPDATE

CONTINUED

During the process, the excess acid can burn the lining of the rumen, Homm said. That allows bacteria to cross the rumen wall, into the bloodstream and eventually to the liver. That's where management factors can come into play and hopefully reduce the opportunity for acidosis.

"Transitioning those cattle from a starter ration to a finisher ration is done pretty methodically in the feedyard," he said. However, it's the other details that can make a big impact.

"A big part of this is consistency of the feed and making sure you have a good quality control program. Feed mixing is key so that the animal at one spot in the bunk and his neighbor are getting the same feed," Homm says. "Next in my mind is the importance of feed timing so that cattle are consistently fed at a certain time."

The same advice applies in a backgrounding yard. It's a complex situation, but Homm doesn't believe liver abscesses only happen at the feedyard. Backgrounded cattle aren't terminal, so unless a necropsy is performed at that stage, liver abscesses aren't discovered. The only place to monitor it is at the packing plant.

However, certain situations in a backgrounding program could set cattle up for liver abscesses. Backgrounding programs that limit gain with a limit feeding program could be at risk. Limiting feed with a higher energy ration may create hungry cattle. The idea is cattle get to the bunk and consume a lot of feed quickly. However, in Homm's opinion, that's a recipe for lactic acidosis.

CONTINUED ON PAGE 134



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PB SM • H343 • S: Erixon Bitten • MGS: Cowboy Cut  
BW 87 • WW 786 • Hetero Black • Homo Polled

ASA 3803236 • CE 11 • WW 82 • YW 131 • API 117 • TI 78



PB SM • H511 • S: LFE Style 363B • MGS: Erixon Bitten  
BW 84 • WW 726 • Hetero Black • Homo Polled

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“We’ve tracked some of those cattle and can see a difference when they get to the feedyard,” Homm says. Elanco invests in monitoring liver abscesses for its customers. Since 2009, Elanco has gathered data on average for over 2.5 million head of cattle annually.

Bottom line: utilize management tactics to reduce the opportunity for acidosis. Homm says feed timing and feed delivery, as well as consistent quality feed that is well-mixed, can set cattle up for success.

## K-State Beef Cattle Expert Discuss Factors for Business Success

Kansas State University

If a business wants to keep its doors open, it has to make a profit. Similarly, cattle operations must turn a profit, according to the experts at the Kansas State University Beef Cattle Institute.

To that point, agricultural economist Dustin Pendell has been analyzing the expenses and revenues of cattle operations through his research. On the weekly podcast, Cattle Chat, K-State’s beef cattle experts focused on net return over total costs.

“When we look at average returns over total costs for all operations, most years are below zero,” said veterinarian Brad White, who is also director of the Beef Cattle Institute.

Pendell said some of producers’ main fixed costs are expenses from interest and depreciation of equipment and cattle.

“Another big cost is the unpaid operator labor, and that is one of the differences between the variable and fixed cost charts. It’s about \$150 per cow difference showing up in the net unpaid labor cost,” he said.

Pendell referred to a graph that shows negative net returns, but noted that despite how that graph looks, some people are still making a return on investment. For 66% of producers, costs are the main difference between the net return of low- and high-profit farms.

“A lot of the indications for those herds that are still making profits in tough years is that they control costs,” said K-State veterinarian Bob Larson.

Larson noted that another pattern found in the data is that larger operations — not necessarily larger herds — tend to have lower total cost per cow.

“If you think about what I want to accomplish for my total farming operation, including cattle and crops, owning the cattle kind of fits in there with some positives,” Larson said. “They don’t show up totally in your numbers.”

White said the producer needs to understand their objective for having cattle, including the fixed and variable costs of an operation.

Here are the top considerations for managing fixed costs in the cattle operation: Understand your objective of having cows; Optimize labor use for the operation; Manage depreciation; Measure fixed costs: you cannot manage them if you do not measure them.

CONTINUED ON PAGE 140

*Joint Production Sale* **Saturday, February 20, 2021**  
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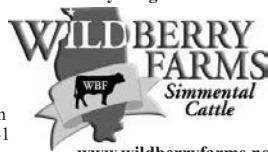
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(Continued on page 138)



# State Marketplace

(Continued from page 137)

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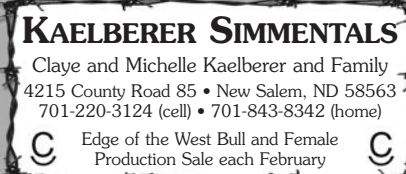
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## Universities Partner to Study Antimicrobial Use in Food Animal Production

By Katie James, Bovine Veterinarian

Researchers from Kansas State University (K-State) and the University of Minnesota have partnered with the FDA's Center for Veterinary Medicine (FDA-CVM) and food animal industries to evaluate the systems used for collecting and evaluating antimicrobial use data in food animal production. This includes U.S. beef feedlot, dairy, swine, turkey, and chicken production settings, according to a release from K-State. The project is largely funded by the FDA-CVM.

In addition, the researchers are collaborating with the USDA's Center for Epidemiology and Animal Health as they develop their data systems. The research has been published in a special issue of *Zoonoses and Public Health*, an international journal that publishes "integrated and global approaches to disease transmission and public health at the interface of human and animal health," the release notes.

The K-State team is leading the research for beef feedlots and dairy, including Dr. Mike Apley, professor of production medicine at the university's College of Veterinary Medicine (CVM), Dr. Brian Lubbers, associate professor of diagnostic medicine and pathobiology at the CVM, and former graduate students Nora Schrag and Katie Hope, who are now both K-State doctoral graduates in pathobiology.

At the University of Minnesota, researchers include Dr. Sandra Godden, professor in the department of veterinary population medicine, focusing on dairy cattle, and Dr. Randall Singer, professor of epidemiology at the university's College of Veterinary Medicine's (CVM) Department of Veterinary and Biological Sciences, who is focusing on poultry. Dr. Peter Davies, professor in the CVM's Department of Veterinary Population, led the swine project.

The underlying goal of each project is to preserve the ability to use effective antimicrobials to treat disease for both humans and animals, the release says. The researchers say it is important to fully understand current antimicrobial use to better understand the future of antimicrobial use in animal agriculture. Food animal producers and veterinarians can also benefit from knowing how their current antimicrobial use compares to that of their peers. To do so, these goals require systems that are capable of gathering data from varying record systems, standardizing it and reporting the data in a meaningful way, the release continues.

"One of the key components of antibiotic stewardship is understanding how we are using the antimicrobials in comparison to others," says Dr. Apley, the principal investigator for K-State's portion of the project, in the release. "In our papers, you will find an emphasis on the effect of how we choose to report and evaluate antimicrobial use data, as well as the unique aspects of each food animal production system and how they require different approaches to data collection and analysis."

The scope of the monitoring in each project varies, from approximately 90% of the chicken industry, represented in Dr. Singers' data, to convenience samples involving 22 beef feed and 29 dairies.

CONTINUED ON PAGE 142





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Dr. Apley says producers and veterinarians were key to success of the projects. Each producer received a confidential benchmark report comparing their antimicrobial use to the other participants. The reports and papers separate antibiotics by class and present them in relation to the animal populations from which the data were derived, the release says.

The beef feedlot and dairy papers are pilot projects that will help inform the structure of systems designed to describe antibiotic use in a manner that supports antibiotic stewardship.

“The projects would not have been possible without our collaborating beef feedlot and dairy producers,” Dr. Apley says in the release. “The ability of these producers to combine their own expertise with their veterinarian’s in applying the data to their specific circumstances is a focus of our work. Their feedback on what is useful will shape our future efforts.”

### Protein Production Forecast Rises

Red meat and poultry production for the remainder of 2020 and for 2021 are expected to continue to increase – while wheat supplies climb and corn production slips — according to USDA’s latest World Agricultural Supply and Demand Estimates (WASDE) report .

The forecast for 2020 total red meat and poultry production is raised on higher beef, pork and broiler production, the report noted. Beef production is raised on higher expected slaughter of both fed and non-fed cattle. The pork production forecast is raised based on a more rapid pace of slaughter. The broiler production forecast is raised on higher expected production for the fourth quarter. Turkey production, however, is virtually unchanged as higher production in the third quarter largely offsets a lower fourth-quarter forecast.

For 2021, the total red meat and poultry forecast is raised from last month as higher expected broiler production more than offsets lower forecast pork production. Broiler production is raised, although higher feed costs are expected to temper production growth. The pork production forecast is reduced slightly on higher feed costs. Beef and turkey production forecasts are unchanged.

The 2020 and 2021 cattle price forecasts also are unchanged from last month, the report noted. The hog price forecast is reduced for fourth-quarter 2020 on recent price weakness; no change is made to the 2021 hog price forecasts. The 2020 broiler and turkey price forecasts are raised from the previous month on current prices, but no changes are made to 2021 price forecasts.

Meanwhile, the outlook for 2020/21 US wheat is for stable supplies, higher domestic use, unchanged exports and reduced ending stocks. Domestic use is raised, primarily on higher food use, which is increased 5 million bushels to 965 million, up from 962 million for 2020/21. This month’s 2020/21 U.S. corn outlook is for lower production, reduced feed and residual use, larger exports and smaller ending stocks. Corn production is forecast at 14.507 billion bushels, down 215 million with a reduction in yield to 175.8 bushels per acre.



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# CALENDAR

## JANUARY 2021

- 9 Michigan Simmental Association's Online Sale — [www.dponlinesales.com](http://www.dponlinesales.com)
- 10 SimMagic On Ice — Oklahoma City, OK
- 11 Bricktown National Simmental Sale — Oklahoma City, OK
- 15 Diamond Bar S Bull Sale — Great Falls, MT (pg. 80)
- 18 Lazy C Diamond Simmental Ranch's Online Embryo Sale — [www.sconlinesales.com](http://www.sconlinesales.com) (pg. 37)
- 19 Powerline Genetics' Bull Sale — Arapahoe, NE
- 22 Ellingson Simmentals' Annual Production Sale — Dahlen, ND (pgs. 35, 138)
- 27 Sioux Empire Simmental Show and Sale — Sioux Falls, SD (pg. 68)
- 29 Double J Farms 47th Annual Bull and Female Sale — Garretson, SD (pgs. 53, 139)
- 29 Drake's Bull and Female Sale — Centerville, IA (pg. 122)
- 30 Forster Farms 42nd Annual Production Sale — Smithfield, NE (pg. 31)
- 30 J&C Simmentals' Annual Bull Sale — West Point, NE (pgs. 32, 137)
- 31 Reck Brothers-N-Sons Genetic Advantage Production Sale — Blakesburg, IA (pg. 91)
- 31 Triangle J Ranch's Bull Sale — Miller, NE (pg. 138)

## FEBRUARY

- 1 APEX Cattle "Heterosis Headquarters" Bull and Bred Heifer Sale — Dannebrog, NE (pgs. 14-15)
- 1 Gateway Simmental 41st Annual "Breeding Value" Bull Sale — Lewistown, MT (pgs. 80, IBC)
- 1 Long's Simmentals' Inaugural Production Sale — Creston, IA (pg. 57)
- 1-2 Sloup Customer Appreciation Online Sale — [www.dponlinesales.com](http://www.dponlinesales.com)
- 1 Wicks Cattle Simmental and SimAngus™ Bull Sale — Richardton, ND (pg. 102)
- 2 Koeplin's Black Simmentals' Bull Sale — Mandan, ND (pg. 47)
- 3 Begger's Big Sky Genetic Source Bull Sale — Wibaux, MT (pgs. 80, 87)
- 3 Lazy C Diamond Ranch's Production Sale — Kintyre, ND (pgs. 36-37)
- 4 Hart Simmentals' Power Bull Sale — Frederick, SD (pgs. 92-93)
- 4 Stavick Simmental's Annual Sale — Veblen, SD (pgs. 60, 139)
- 5 Cow Camp Ranch's Annual Sale — Lost Springs, KS (pgs. 10-11, 136)
- 5 Kunkel Simmentals' Annual Bull and Bred Female Sale — New Salem, ND (pg. 86)
- 5 Schooley Cattle's 5th Annual Production Sale — Bloomfield, IA (pg. 81)
- 6 39th Annual Klain Simmental Ranch's Production Sale — Ruso, ND (pg. 152)
- 6 Black Hills Stock Show and Sale — Rapid City, SD (pg. 68)
- 6 Blue River Gang's 36th Annual Production Sale — Rising City, NE (pg. 95)
- 6 Loonan Stock Farms' 46th Anniversary Production Sale — Corning, IA (pg. 119)
- 6 Northland Farms' Herdbuilder VII Production Sale — Arthur, IL
- 6 Powerline Genetics' PAP Tested Bull Sale — Castle Dale, UT
- 6 Prickly Pear Simmental Ranch's Bull Sale — Helena, MT (pgs. 80, 104)
- 6 Springer Simmentals Sale of Value Based Genetics — Decorah, IA (pg. 133)
- 6 Stockmens' Source Beef Bulls Sale — Wellfleet, NE
- 7 Hartman Cattle Company's Simmental Bull Sale — Tecumseh, NE
- 7 Kline Simmental Ranch's 9th Annual Bull Sale — Hurdsville, ND (pgs. 64-65)
- 8 Benda Ranch's Annual Production Sale — Kimball, SD (pg. 88)
- 8 Dakota Power Bull Sale — Valley City, ND
- 8-9 Hilltop Simmentals' Online Sale — [www.dponlinesales.com](http://www.dponlinesales.com) (pg. 116)
- 9 Edge of the West Production Sale — Mandan, ND (pg. 138)
- 9 Werning Cattle Company's Production Sale — Emery, SD (pgs. 96-97)
- 10 Jackpot Cattle Company's Bull Sale — Wessington, SD (pg. 139)
- 10 River Creek Farms' Spring Bull Sale — Manhattan, KS (pgs. 6-7, 136)
- 10 Wilkinson Farms' Breeding for the Future Sale — C-B Sale Facility (pg. 75)
- 11 Felt Farms' Brand of Excellence Bull Sale — West Point, NE (pg. 98)
- 11 Lassel Ranch Simmental's Annual Bull Sale — Glendive, MT (pgs. 80, 113)
- 11 Rust Mountain View Ranch's 10th Annual "Ace in the Hole" Bull Sale — Mercer, ND (pg. 21)
- 12 Bata Brothers/Bell Family Annual Bull Sale — Rugby, ND (pg. 76)
- 12 Bred For Balance Sale — Starbuck, MN (pgs. 70-71)
- 12 TNT Simmental Ranch's Online "Genetic Explosion" Bull Sale — [www.tntsimmentals.com](http://www.tntsimmentals.com) (pgs. 115, 138)
- 12 Watertown Winter Farm Show and Sale — Watertown, SD (pg. 68)
- 13 CK Cattle Company and Wager Cattle Company 4th Annual Production Sale — Highmore, SD (pg. 117)
- 13 Ekstrum Simmentals' Annual Bull Sale — Kimball, SD (pg. 142)
- 13 Kenner Simmentals' 25th Annual Production Sale — Leeds, ND (pg. 89)
- 13 Mississippi/Dixie National Simmental Sale — Jackson, MS
- 13 RL Fleckvieh Limerock Ranch's 38th Annual Bull and Bred Female Sale — Brandon, IA (pg. 123)
- 13 Rousey SimAngus™ Bull Sale — North Platte, NE (pg. 59)
- 13 Rydeen Farms' 23rd Annual "Vision" Sale — Clearbrook, MN (pgs. 23, 137)



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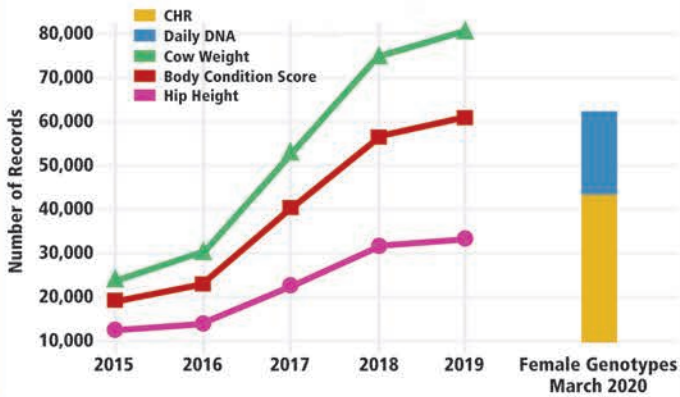
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- ◆ Women of ASA
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- 15 Bulls of the Big Sky — Billings, MT (pgs. 51, 80, 137)
- 15 Eagle Pass Ranch's Annual Bull Sale — Highmore, SD (pg. 5)
- 15 Houck Rock Creek Ranch's Spring Private Treaty Bull Sale — Allen, KS
- 15 Iowa Simmental "Mark of Excellence" Sale — Des Moines, IA
- 15-16 Windy Ridge Embroy Dispersal — [www.dponlinesales.com](http://www.dponlinesales.com)
- 16 QBVJT Power By Design Sale — Oakes, ND (pg. 74)
- 19 32nd Annual Power Bull Sale — Carstairs, AB
- 19 Dakota Xpress Annual Bull and Female Sale — Mandan, ND (pgs. 54-55, 138)
- 19 R&R Cattle Company's Annual Production Sale — Chamberlain, SD (pg. 61)
- 19 Sandy Acres' Bull Sale — Neligh, NE (pg. 138)
- 20 7P Ranch's 27th Annual Spring Bull and Female Sale — Tyler, TX (pg. 9)
- 20 Dixon Farms, Inc., Private Treaty Sale — Atwood, KS (pg. 94)
- 20 Double T Simmentals' Annual Production Sale — Turtle Lake, ND
- 20 Flittie Simmental/Schnabel Ranch Simmentals/Lazy J Bar Ranch's Joint Production Sale — Aberdeen, SD (pg. 134)
- 20 Genetic Blend Bull Sale — Joplin, MO
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- 20 Nebraska Cattlemen's Classic Simmental Sale — Kearney, NE
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- 20 Schiefelbein Farms' 30th Annual Bull and Female Sale — Kimball, MN (pg. 28)
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- 22 Lehrman Family Farms' Production Sale — Mitchell, SD (pg. 101)
- 23 Barker Cattle Company's Bull and Female, Sale — Burley, ID
- 23 Deckert's Simmental and Red Angus Annual Production Sale — Steele, ND (pg. 132)
- 23 TSN Simmentals' Annual Bull Sale — Platte, SD (pg. 63)
- 24 C Diamond Simmentals' 15th Annual Production Sale — Dawson, ND (pgs. 38-39)
- 24 Chestnut Angus Annual Bull Sale, Pipestone, MN
- 25 Illinois Performance Tested Bull Sale — Springfield, IL
- 26 Mid-America Simmental Sale — Springfield, IL
- 27-3/6 Hofmann Simmental's "Buy Your Way" Bull Sale — Clay Center, KS (pg. 45)
- 28 48th Anniversary MN State Simmental Sale — Cannon Falls, MN

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- 1 Hanel's Black Simmentals' Black and White Bull Sale — Courtland, KS
- 1 RS&T Simmentals' Bull Sale — St. Joseph, MO (pg. 25)
- 1 Sweet 16 Online Bull and Female Sale — [www.lot1.com](http://www.lot1.com)
- 2 Doll Simmental Ranch's 41st Annual Production Sale — Mandan, ND (pg. 50)
- 2 Hill's Ranch's Bull Sale — Stanford, MT (pgs. 29, 80, 137)
- 3 Klein Ranch's Annual Production Sale — Atwood, KS (pg. 124)
- 4 17th Annual Cattleman's Kind Bull Sale — San Saba, TX
- 4 Brink Simmentals' Phone Auction — [www.brinkgenetics.com](http://www.brinkgenetics.com) (pg. 49)
- 4 Kearns Cattle Company's 32nd Annual Bull Sale — Rushville, NE (pg. 33)
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- 6 Mason's Angus and SimAngus Production Sale — Broken Bow, NE
- 6 Powerline Genetics' PAP Tested Bull Sale — Castle Dale, UT
- 6 Trinity Farms' Generations of Excellence Sale — Ellensburg, WA (pgs. 69, 80, 139)
- 7 Gateway Genetics' Bull Sale — Pierce, NE (pg. 30)
- 7 Gold Bullion Group's Annual Bull Sale — Wamego, KS (pg. 34)
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- 13 Great Lakes Beef Connection — Clare, MI (pg. 42)
- 13 Northwest Select Simmental Sale — Stanley, ND
- 13 Tennessee Beef Agribition — Lebanon, TN
- 14 Gonsior Simmental's Production Sale, Fullerton, NE
- 15 Volk Livestock's "The Genetics Options Event" — [www.sconlinesales.com](http://www.sconlinesales.com) (pg. 107)
- 16 Powerline Genetics' Bull Sale — Arapahoe, NE
- 16 Schrader Ranch's Bid Off Sale — Wells, KS

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\*Dr. Bob Hough, *Western Livestock Journal*, "Breed trends in feeder cattle," January 2020.  
Kansas State University Superior Livestock Auction data analysis, 35,483 lots of beef calves marketed via 211 video auctions, 2010-2018.



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60 BULLS AND 25 BRED HEIFERS SELL

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March 27, 2021

1:00 pm • Hanover, IL



**H046** // ASA 3723321 // PB SM  
BLACK, POLLED CLRS DIVIDEND 405D BULL.

CE	BW	WW	YW	MCE	MILK	MWW
15.2	-0.3	80.5	124.3	7.5	20.9	61.1
DOC	CW	YG	MARB	REA	API	TI
11.2	34.6	-0.3	0.26	0.81	148.6	85.2



**H033** // ASA 3723308 // PB SM  
BLACK, POLLED HOOK'S BLACK HAWK 50B BULL.

CE	BW	WW	YW	MCE	MILK	MWW
16.9	-1.9	88.6	133.5	10.3	20.7	65
DOC	CW	YG	MARB	REA	API	TI
16.6	46.8	-0.36	0.32	1.13	163	93.8



**H039** // ASA 3723314 // 5/8 SM 3/8 AN  
BLACK, POLLED TNT WIDE RANGE E324 BULL.

CE	BW	WW	YW	MCE	MILK	MWW
12	0.2	74.4	112	7.3	20.7	57.9
DOC	CW	YG	MARB	REA	API	TI
6.9	26.2	-0.23	0.22	0.7	132.8	74.8



**H832** // ASA 3723524 // PB SM  
BLACK, POLLED CLRS DIVIDEND 405D BULL.

CE	BW	WW	YW	MCE	MILK	MWW
12.3	-0.5	68.2	107.8	5.7	25.9	60
DOC	CW	YG	MARB	REA	API	TI
9	33.8	-0.2	0.25	0.55	139.1	77.4



**H171** // ASA 3723438 // 5/8 SM 3/8 AN  
BLACK, HOMO POLLED RUBY SWC MADDEN D665 BULL.


CE	BW	WW	YW	MCE	MILK	MWW
13	2.9	86.8	132.4	5.7	20.5	63.8
DOC	CW	YG	MARB	REA	API	TI
12.4	36.3	-0.21	0.42	0.58	138.1	84.3



**H021** // ASA 3723297 // PB SM  
BLACK, POLLED HOOK'S BLACK HAWK 50B BULL.

CE	BW	WW	YW	MCE	MILK	MWW
14.6	-0.2	94.6	139.7	9.1	23.4	70.6
DOC	CW	YG	MARB	REA	API	TI
14.7	47.2	-0.38	0.36	1.2	160.9	96.2

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CE	BW	WW	YW	MCE	MILK	MWW
14.2	0.2	79.3	119.4	7.4	21.7	61.3
DOC	CW	YG	MARB	REA	API	TI
0.4	31.6	-0.2	0.29	0.59	146.2	83.8

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# Next Step Sires

## for the Next Generation



### 15M00167 HOOK'S EAGLE 6E

Reg#: 3253742 | ½ Simmental ½ Angus

Hook's Black Hawk 50B x GW-WBF Substance 820Y

CED	BW	WW	YW	ADG	MCE	MM	MWW	STAY	DOC	CW	YG	MB	BF	REA	SHR	API	TI
15.4	-1.8	103.5	166	0.39	9.4	19.8	71.5	16.8	18.6	48.4	-0.39	0.53	-0.069	1.17	-0.53	168.4	104.7
.72	.90	.88	.85	.85	.48	.25	.38	.35	.60	.65	.43	.56	.41	.52	.21		
15%	15%	1%	1%	1%	15%		5%	30%	2%	10%	10%	15%	25%	1%	1%	2%	1%

- › With stellar phenotype and an impeccable genetic profile, Eagle is backed by a sound-footed, prolific cow family with great fertility and consistency. Progeny are living up to the hype. They are soft-sided with an attractive profile and more dimension and muscle than you might expect from a calving-ease bull.



### 15M01000 TJ NEBRASKA 258G

Reg#: 3582542 | ½ Simmental ½ Angus

G A R Ashland x RCR Stetson T17

CED	BW	WW	YW	ADG	MCE	MM	MWW	STAY	DOC	CW	YG	MB	BF	REA	SHR	API	TI
18.2	-2.5	80.3	129.9	0.31	10.3	35.4	75.5	13.9	10.3	58.7	-0.25	0.85	-0.03	1.17		174.2	100.4
.44	.47	.46	.46	.46	.28	.21	.28	.28	.46	.51	.40	.46	.42	.49			
3%	10%	30%	20%	15%	10%	1%	2%			2%		2%		1%		1%	1%

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### 15M00176 SOUTHERN FORTUNE TELLER

Reg#: 3382993 | ½ Simmental ½ Angus

Leachman Prophet J030Z x GW Premium Beef 021TS

CED	BW	WW	YW	ADG	MCE	MM	MWW	STAY	DOC	CW	YG	MB	BF	REA	SHR	API	TI
16.1	-2.7	83.8	132	0.3	5.7	15.3	57.1	13.2	16	48.3	0	0.82	0.001	0.51	-0.38	168.5	98.4
.56	.74	.69	.63	.63	.32	.27	.38	.33	.35	.51	.40	.46	.43	.49	.04		
10%	10%	20%	20%	20%					10%	10%		2%			30%	2%	1%

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CE	BW	WW	YW	ADG	MCE	Milk	MWW	ST	DOC	CW	YG	MARB	BF	REA	API	TI
19.3	-4.6	72.1	110.1	0.24	10.4	30.7	66.7	21.6	12.4	30.6	-0.37	0.60	-0.062	0.94	186.4	95.4
1%	1%	70%	60%	50%	2%	10%	25%	3%	35%	45%	80%	1%	95%	35%	1%	2%

\*EPDs as of 12-15-20

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CE	BW	WW	YW	MILK	MWW	STAY	DOC	CW	YG	MARB	REA	API	TI
11.4	1.8	112.3	180.3	23.8	79.9	18.9	19.0	51.7	-0.35	0.43	1.09	167.8	106.7



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CE	BW	WW	YW	MILK	MWW	STAY	DOC	CW	YG	MARB	REA	API	TI
11.9	1.0	95.9	149.1	25.5	73.4	17.6	13.8	49.0	-0.47	0.43	1.41	160.3	98.2



**GIBBS 9121G KENWORTH** ASA# 3717071 || 1/2 SM 1/2 AN  
 YON FULL FORCE C398 x GIBBS Q532X SM STAR P342  
*Owned by: Salinas Farms, Marion, MI; JC Simmentals, Clare, MI.*

CE	BW	WW	YW	MILK	MWW	STAY	DOC	CW	YG	MARB	REA	API	TI
14.4	-1.8	77.6	136.1	28.0	66.7	16.7	13.9	52.5	-0.22	0.68	0.91	164.9	92.9

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API	TI	CE	BW	WW	YW	MCE	MILK	STAY	DOC	MARB
158	87	14	-1.3	76	119	8	26	18	14	0.56
5%	10%	25%	20%	40%	40%	30%	20%	15%	20%	10%



GW SPARKY 369E x GW MISS BREAKOUT 020D  
**BLACK POLLED 5/8 SM 5/16 AN 1/16 AR**

CE	BW	WW	YW	MCE	MILK	MWW
15	-1.3	72	114	7	29	65
DOC	CW	YG	MARB	REA	API	TI
14	28	-0.30	0.52	0.74	152	85



GW BREAKTHRU 045C x GW MISS BEACON 886E  
**HOMO BLACK HOMO POLLED 3/4 SM 1/4 AN**

CE	BW	WW	YW	MCE	MILK	MWW
17	-2.1	74	117	11	27	64
DOC	CW	YG	MARB	REA	API	TI
15	17	-0.20	1.00	0.47	187	99



GW JACKPOT 027C x GW MISS BREAKOUT 707B  
**HOMO BLACK HOMO POLLED 5/8 SM 3/8 AN**

CE	BW	WW	YW	MCE	MILK	MWW
16	-1.0	89	142	7	22	66
DOC	CW	YG	MARB	REA	API	TI
13	49	-0.15	0.71	0.65	169	98



BAR CK PENDLETON 7028 x GW MISS CARRY ON 934F  
**BLACK POLLED 5/8 SM 3/8 AN**

CE	BW	WW	YW	MCE	MILK	MWW
18	-4.4	65	106	11	25	57
DOC	CW	YG	MARB	REA	API	TI
13	34	-0.14	0.95	0.57	187	94



GW MOVIN ON 183C x GW MISS REDESTINED 633A  
**RED HOMO POLLED 5/8 SM 1/4 AN 1/8 AR**

CE	BW	WW	YW	MCE	MILK	MWW
13	-1.8	86	131	5	26	69
DOC	CW	YG	MARB	REA	API	TI
16	52	-0.24	0.40	0.93	153	90



SOUTHERN FORTUNE TELLER x GW MISS GPRD 038W  
**HOMO BLACK HOMO POLLED 5/8 SM 3/8 AN**

CE	BW	WW	YW	MCE	MILK	MWW
13	-2.0	76	115	6	24	62
DOC	CW	YG	MARB	REA	API	TI
16	35	-0.13	0.88	0.53	177	95

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